

THE NATIONAL PROVISIONER

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No. 4.

MEAT AND CATTLE TARIFF HEARINGS.

Hearings before the Ways and Means Committee of the House at Washington this week included those relating to the duties on livestock and meats. George Thomson, of New York, and D. J. Haley, of Troy, N. Y., represented the retail butchers before the committee asking for a removal of all duties of live cattle and meats. S. H. Cowan, of Texas, represented the livestock interests, and protested against the removal of such duties. He predicted the ruin of the American livestock industry if it was done. There appeared to be a sentiment among the majority members that it would be a good political move at this time to put cattle and meats on the free list, and a recommendation for such action by the present Committee after these hearings would not be a surprise.

DECEMBER OLEOMARGARINE OUTPUT.

Official government report of the output of oleomargarine in the United States for December, as shown by revenue stamp sales, is as follows: colored, 377,949 lbs.; uncolored, 14,778,604 lbs.; total, 15,156,553 lbs.

Official government figures, based on stamp sales, showing oleomargarine production in the United States for the twelve months of the year 1912, are as follows:

1912.	Pounds.
January	17,003,150
February	13,738,489
March	11,432,831
April	11,422,586
May	10,641,550
June	7,347,571
July	7,017,441
August	8,796,247
September	9,943,296
October	13,994,017
November	13,112,610
December	15,156,553

Actual production of oleomargarine in the Chicago district alone for the twelve months of 1912, and also of renovated butter, was as follows, in pounds:

1912.	Oleomargarine.	Butter.
January	10,126,086	2,719,352
February	8,496,609	1,210,038
March	7,274,121	1,357,249
April	6,932,681	1,430,107
May	6,528,742	1,315,282
June	4,653,793	1,055,800
July	4,102,070	943,490
August	4,864,699	1,105,467
September	5,801,256	1,277,584
October	8,130,875	1,439,407
November	8,228,982	1,512,426
December	9,220,400	1,677,558

MEAT EXPORTS FOR 1912 WERE AT LOW EBB Figures Show That Cattle and Beef Exports Have Almost Ceased

Exports of meat and dairy products for the calendar year 1912, according to preliminary government figures, were the smallest for many years. They totaled in value but \$123,244,010, compared to \$136,630,376 for the preceding year, and compared to figures close to the two hundred million mark in previous years. Exports of cattle for the year were only 32,626 head, compared to 148,611 head in 1911.

This was a falling off amounting to 80 per cent. in cattle exports, while fresh beef exports decreased more than 71 per cent. As a matter of fact, practically no fresh beef has been exported from the United States since last May.

Details of the report show that exports of cleo oil for 1912 were 69 million pounds less than for the previous year; lard, 59 million pounds less; fresh beef, 20 million pounds less; tallow, 17 million pounds less; hams and shoulders, 15 million pounds less; pickled beef, 14 million pounds less; bacon, 6 million pounds less. Exports of neutral lard were 5 million pounds greater than in 1911, and exports of pickled pork slightly greater.

Comparisons of the export figures for December and for the year, compared to similar periods of 1911, are as follows:

Cattle.—December, 1911, 10,709 head, value \$982,866; December, 1912, 228 head, value \$16,330. For twelve months ending December, 1911, 148,611 head, value \$13,536,423; same period, 1912, 32,626 head, value \$3,041,388.

Hogs.—December, 1911, 1,034 head, value \$7,822; December, 1912, 613 head, value \$6,775. For twelve months ending December, 1911, 12,789 head, value \$104,253; same period, 1912, 13,901 head, value \$124,507.

Sheep.—December, 1911, 15,090 head, value \$85,193; December, 1912, 6,088 head, value \$26,807. For twelve months ending December, 1911, 119,500 head, value \$648,833; same period, 1912, 96,626 head, value \$365,319.

Beef, canned.—December, 1911, 699,383 lbs., value \$80,632; December, 1912, 955,500 lbs., value \$117,474. For twelve months ending December, 1911, 11,132,100 lbs., value \$1,297,440; same period, 1912, 8,177,961 lbs., value \$1,009,989.

Beef, fresh.—December, 1911, 1,263,996 lbs., value \$133,642; December, 1912, 449,059 lbs., value \$60,705. For twelve months ending December, 1911, 28,431,492 lbs., value \$2,868,692; same period, 1912, 8,821,812 lbs., value \$1,027,487.

Beef, pickled and other cured.—December, 1911, 2,685,659 lbs., value \$201,053; December, 1912, 1,684,964 lbs., value \$163,408. For

twelve months ending December, 1911, 41,040,909 lbs., value \$3,057,749; same period, 1912, 26,849,686 lbs., value \$2,260,108.

Oleo Oil.—December, 1911, 6,353,512 lbs., value \$686,986; December, 1912, 4,019,764 lbs., value \$509,584. For twelve months ending December, 1911, 163,248,737 lbs., value \$15,656,870; same period, 1912, 94,220,458 lbs., value \$10,965,574.

Oleomargarine.—December, 1911, 318,227 lbs., value \$32,728; December, 1912, 273,756 lbs., value \$26,682. For twelve months ending December, 1911, 3,792,914 lbs., value \$398,606; same period, 1912, 3,283,744 lbs., value \$337,846.

Tallow.—December, 1911, 3,879,670 lbs., value \$230,043; December, 1912, 1,562,714 lbs., value \$98,641. For twelve months ending December, 1911, 44,711,176 lbs., value \$2,754,282; same period, 1912, 27,416,451 lbs., value \$1,692,033.

Bacon.—December, 1911, 17,925,463 lbs., value \$2,136,407; December, 1912, 16,198,761 lbs., value \$1,963,563. For twelve months ending December, 1911, 193,968,484 lbs., value \$23,632,647; same period, 1912, 188,048,112 lbs., value \$22,941,307.

Hams and Shoulders, cured.—December, 1911, 15,923,970 lbs., value \$1,918,740; December, 1912, 9,979,482 lbs., value \$1,340,634. For twelve months ending December, 1911, 183,728,614 lbs., value \$22,587,046; same period, 1912, 168,687,417 lbs., value \$21,278,799.

Pork, fresh and pickled.—December, 1911, 4,275,551 lbs., value \$415,161; December, 1912, 2,284,993 lbs., value \$247,421. For twelve months ending December, 1911, 42,434,141 lbs., value \$4,005,100; same period, 1912, 42,496,306 lbs., value \$4,201,731.

Lard.—December, 1911, 50,841,596 lbs., value \$4,969,618; December, 1912, 41,746,536 lbs., value \$4,753,286. For twelve months ending December, 1911, 529,689,599 lbs., value \$52,153,262; same period, 1912, 470,754,850 lbs., value \$49,570,004.

Neutral Lard.—December, 1911, 4,741,812 lbs., value \$522,881; December, 1912, 5,204,679 lbs., value \$601,858. For twelve months ending December, 1911, 52,536,340 lbs., value \$5,462,234; same period, 1912, 57,511,503 lbs., value \$6,380,166.

Butter.—December, 1911, 303,445 lbs., value \$75,130; December, 1912, 362,560 lbs., value \$91,388. For twelve months ending December, 1911, 6,040,965 lbs., value \$1,276,302; same period, 1912, 4,605,234 lbs., value \$1,129,359.

Total Cattle, Hogs and Sheep.—December, 1911, value \$1,075,881; December, 1912, value \$49,912. For twelve months ending December, 1911, value \$14,289,509; same period, 1912, value \$3,551,214.

Total Meat and Dairy Products.—December, 1911, value \$11,478,638; December, 1912, value \$10,013,196. For twelve months ending December, 1911, value \$136,630,376; same period, 1912, value \$123,244,010.

CONDITIONS IN THE BRITISH MEAT TRADE

Enormous Volume of the Meat Imports from Argentina

By Loudon M. Douglas, Edinburgh, Scotland.

During the past year there has been a great upheaval in the meat industry of the United Kingdom, and many causes have contributed to the record being a bad one for meat purveyors. It is doubtful indeed if during any previous year there has been so little profit made by the average retailer of meat and meat products. The home-fed meat trade suffered severely from the memorable drought of 1911—the effects of which are still evident at the beginning of the present year—when, it may be remembered, a great many immature cattle were slaughtered for want of keep.

During the month of July the scarcity of cattle became so great that the prices in open market reached 12½c. per pound live weight, and it is only recently that the average price has gone back to about 10½c. Sheep also have been very dear, the price being around 14c. per pound, and, towards the back end of the year, hoggets fetched 16c. to 16½c. per pound. Veal has been very dear, averaging 14c. to 20c. per pound, carcass weight, and pork has also followed the general tendency, ranging about 14c. to 15c. per pound for porkers of about 100-pound weight.

By-products have also fetched high prices, hides especially bringing 15½c. per pound for the best quality of black polled cattle—a higher price than the carcass itself. Sheepskins have been a good trade, ranging from \$1 up to \$1.65 each. Fat has varied considerably between 6½c. and 10c. per pound (all in), but the tendency has been to keep the prices up.

These high prices, which have suited the farmers very well, are traceable to the general shortage of marketable livestock throughout the United Kingdom, and, while the farmers have thus profited considerably it is unfortunate that the meat purveyors have had to suffer generally, as there has been no corresponding increase of prices realized by them.

Ominous Signs of Scarcity Everywhere.

While, however, the meat trade for home-fed livestock in the United Kingdom cannot be regarded as being in a healthy condition, there are signs that in other countries equal scarcity prevails. Throughout the year, and up till quite recently, startling reports have been received from Germany, showing that the scarcity of meat has become so acute there that riots and other disorders have taken place, the poorer people storming shops and markets in the demand for cheap meat. The immediate cause is the prohibitive laws against the import of meat into Germany, which have been enforced so long, owing to the ascendancy of the agrarian party in the German Parliament.

While these developments are marching quickly in Germany, a somewhat similar condition of affairs exists in other Continental countries, with the result that there is a universal cry for the opening of the frontiers to overseas meat supplies. This, more especially, applies to Austria, Switzerland and Italy, such countries as France, Spain and Portugal having already modified the restrictions.

This condition of things is likely to affect British markets to a large extent during the forthcoming year, as, while the supplies from the British colonies and overseas continue to be large, they are not increasing at such a rate as to enable any considerable quantities to be diverted to other countries. As an illustration of this fact, it is of interest to quote the figures showing the total imports of meat into the United Kingdom for the last three years. The first ten months of each year is taken as being a period when sudden fluctuations are not so common, as in the two months at the end of the year.

Imports of Meat Into United Kingdom.

The figures for ten months ending October 31, 1912, are as follows:

1910.....	1,662,809,500 lbs.
1911.....	1,834,102,500 lbs.
1912.....	1,830,598,900 lbs.

Of this vast supply, 83 per cent. of the beef and 34 per cent. of the mutton imported came from Argentina, Australasia supplying 13 per cent. of the beef and 61 per cent. of the mutton. It will thus be seen that the overseas meat supplies cannot be described as being anything but stationary.

Another fact to be taken in conjunction with these already mentioned is that the latest available livestock returns show that there is a steady decrease in domestic animals which are reared for food in the United Kingdom. Table showing the number of animals in the United Kingdom reared for food purposes:

	1912.	1911.
Cattle	5,841,908	5,914,247
Sheep	18,053,584	19,330,650
Pigs	2,496,358	2,651,039

Much of the trouble which has occurred in the British meat industry during 1912 is attributable to the unfortunate outbreak of foot-and-mouth disease. In 1911, during the first ten months of the year, eighteen outbreaks, involving the slaughter of 467 animals, were recorded, as against eighty-two outbreaks during a similar period of 1912, involving the slaughter of 636 animals.

The Wholesale Meat Trade.

The effect of the foot-and-mouth disease restrictions has been to bring sudden prosperity to the foreign animal wharfs at Birkenhead, Deptford and Merklands, and, so much has the long-disused Merklands abattoir come into prominence that the Glasgow Corporation propose to extend its facilities by the expenditure of from \$50,000 to \$60,000.

In Ireland itself great developments have taken place in abattoirs, and the sudden stoppage of the shipment of live cattle has brought much prosperity to such abattoirs as those that have been established at Wexford, Drogheda, and other places, the result being that there is a general demand at the present time for an export abattoir to be established in the city of Dublin.

Much attention has been given during the year to swine husbandry, and as a result there are several proposals to establish bacon-curing factories in Scotland, those which have been organized during recent years having

proved to be highly successful. The great bulk of British pig products come from abroad, and, roughly speaking, it may be said that we pay to foreign countries some \$125,000,000 per annum for pig products, a large proportion of which could quite easily be retained at home.

Generally speaking, the outlook from the British meat purveyors' point of view is rather a black one, and, while many farmers have obtained a temporary advantage, it cannot be said that the future from the meat trade point of view for them is particularly bright either. The Continental developments, which are likely to be great during 1913, are sure to influence the overseas supplies to a large extent, and this fact alone, together with the uncertainty of our agricultural conditions at home, will make it more difficult for the ordinary meat purveyor to realize an adequate profit.

FIGURES ON BEEF SHORTAGE.

A comparative estimate of the beef cattle in the United States for the past twenty years has recently been made by Secretary F. D. Coburn of the Kansas State Board of Agriculture, who is a recognized authority. He says that in 1892 the total number of beef cattle in the United States was 37,651,239. In 1902, ten years later, the total number of beef cattle had increased to 44,727,797, but in 1912 the total number had decreased to 37,260,000, or nearly 400,000 head less than twenty years before. In the meantime the population of the United States had increased from about 63,000,000 in 1892 to over 100,000,000 in 1912. Thus we see a decrease of over nearly 400,000 cattle and an increase of over 27,000,000 in population.

In Kansas, there were 1,708,368 beef cattle in 1892, while there were 2,555,800 in 1902, but in 1912 there were only 1,520,265 beef producing cattle. The decrease in the twenty years was 188,105 or 11 per cent. The Kansas population in the meantime increased from 1,347,428 in 1892, to 1,464,628 in 1902 and to 1,669,296 in 1912. In other words, the Kansas population increased during these twenty years 24 per cent., while beef cattle decreased 11 per cent.

PACKERS NOT A MONOPOLY.

Daniel Dillon, the commissioner appointed by the Supreme Court of Missouri to take evidence in the ouster suit filed by the attorney general to oust the alleged meat packers' combination from the State, reported to the Supreme Court last Saturday that he found the six companies in an agreement to control prices. "But I do not think," the report adds, "that the evidence is sufficiently specific in regard to the volume of business it controls and the volume of business done by others to warrant the finding that the combination constitutes a monopoly."

The six companies named in the proceedings are Swift & Company, Armour & Company, Morris & Company, the National Packing Company, the Hammond Packing Company and the St. Louis Dressed Beef and Provision Company. The commissioner makes no recommendations as to whether the packers shall be ousted from Missouri.

VALUE OF VARIOUS CUTS OF BEEF

Knowledge Which May Help to Reduce Living Cost

By L. D. HALL, Assistant Chief in Animal Husbandry, and A. D. EMMETT, Assistant Chief in Animal Nutrition, University of Illinois Agricultural Experiment Station.

(Concluded from last week.)

[EDITOR'S NOTE.—This series of articles reports the salient points in an investigation which strikingly sustains the claims of the meat trade as to the value of the cheaper cuts of beef. It is something that should be brought to the attention of those who complain of high meat prices, and yet insist upon buying nothing but costly beef cuts.

In previous issues the general plan of testing the value of various beef cuts was explained, and a report of the slaughter tests on selected animals was given. The chemical composition of the meat was also described. Description and illustrations were given of the retail loin, rib, round and chuck cuts, plate, flank, fore shank, etc. The relative economy of the retail cuts was also discussed.]

Nutritive Value of the Cuts of Meat.

The nutritive value of the boneless meat of the various wholesale cuts was shown as follows:

Dry Substance.—The average water content of the edible meat of the wholesale cuts varied from 32 per cent. in the flank to 63 per cent. in the clod; and consequently the total dry substance ranged from 37 per cent. in the clod to 68 per cent. in the flank. The percentage of soluble dry substance varied inversely as that of total dry substance in the various cuts.

Fat.—In general, the various wholesale cuts stood in the same order with respect to the percentages of both total fat and total dry substance contained in the edible meat; in other words, the higher the percentage of fat, the lower the percentage of water. The total fat content varied from 18 per cent. in the clod to 57 per cent. in the flank.

Protein.—Protein, the most essential food constituent of beef, varied in the different cuts inversely as the dry substance and fat. The maximum percentage, 16.98, was found in the shank; and the minimum, 9.44, in the flank. Soluble protein varied from 0.66 to 2.08 per cent., and was, in general, proportional to total protein in the different cuts. If calculated to the fat-free basis, the eleven wholesale cuts correspond closely in percentages of protein, ranging only from 20 to 22 per cent.

Organic Extractives.—These varied from 0.76 per cent. in the flank to 2.06 per cent. in the round. The ratio of nitrogenous to non-nitrogenous extractives in the various cuts was similar. A rather close correlation existed between the relative amounts of protein and those of organic extractives, indicating that the leaner cuts contained larger proportions of organic extractives than did those rich in fat.

No relation seemed to exist between the market prices and the flavoring constituents of the various cuts. The high-priced cuts (the loin and rib) contained considerably smaller percentages of organic extractives than did several of the cheaper cuts. These statements do not take into account the influence of marbling upon flavor of the different cuts.

Ash.—The percentage of ash varied from 0.40 in the flank to 0.87 in the round. The soluble ash formed from 70 to 87 per cent. of the total. There was a tendency for both the soluble and the total ash to be higher in the cheaper cuts, and since these, especially the soluble form, contribute to the palatability of meat, there would seem to be no

relation between market prices and the palatability of different cuts.

Phosphorus.—Phosphorus, like total mineral matter, was most abundant in the leaner cuts of beef, and vice versa, and its relative amounts were therefore independent of current market prices of the various cuts. The percentage of phosphorus in the meat varied from 0.077 in the flank to 0.184 in the round.

Fuel Value.—The relative fuel value is a significant factor in considering the nutritive value of meat. It depends primarily on the fat content, the fatter cuts of meat being highest in fuel value. One hundred grams of meat from the flank furnished the maximum calories, 554.9, and one hundred grams from the clod furnished the minimum number, 235.1. It required from 0.40 pound of boneless meat in the flank to 0.94 pound in the clod to furnish 1,000 calories.

Relative Economy.—There seems to be no relation between market prices and the percentages of fat, protein, extractives and ash. The cheaper cuts appear to be as valuable and in some cases actually more so than the higher-priced cuts from the standpoint of protein and of energy. These statements do not take into account the factors of tenderness nor the influence the degree of fatness may have upon the palatability of cooked meat.

In purchasing meat for protein primarily, the neck, shanks and clod are the most economical cuts; the plate, chuck, flank and round follow; with the rump, rib and loin as the most expensive. From the standpoint of fuel value, the flank, plate, neck and shank cuts are the cheapest, while the rib, loin and round are the most expensive. Considering both factors, protein and fuel value, and along with these the adaptability of the meat for general use the clod, chuck, and plate are the most economical cuts at the retail prices given.

Summary of Tests on the Retail Cuts.

The tests made on the retail cuts showed the following:

Loin Cuts.—Loin steaks averaged 59 per cent. lean, 32 per cent. visible fat and 9 per cent. bone. Sirloin steaks in general contained a greater proportion of lean and smaller proportion of fat than porterhouse and club steaks.

Rib Cuts.—Rib roasts contained, on the average, 55 per cent. lean, 30 per cent. visible fat, and 15 per cent. bone. The greatest percentage of lean was found in the sixth rib roast, and the smallest in the eleventh and twelfth rib cut.

Round Cuts.—The various cuts made from the round averaged 65 per cent. lean, 18 per cent. visible fat, and 17 per cent. bone. Round steaks contained 74 to 84 per cent. lean; the rump roast, 49 per cent.; round pot roast, 85 per cent., and soup bones, 8 to 66 per cent. The maximum percentage of fat was found in the rump roast, and the maximum percentage of bone in the hock soup bone

Chuck Cuts.—These contained an average of 69 per cent. lean, 19 per cent. fat, and 11 per cent. bone. Chuck steaks varied from 62 to 82 per cent. lean, and from 6 to 22 per cent. fat. The shoulder clod contained 80 per cent. lean and only 5 per cent. bone. Relatively more lean and less fat were found in the chuck rib roast than in those cut from the prime rib.

Plate Cuts.—The brisket, navel and rib ends averaged 51 per cent. lean, 41 per cent. fat, and 8 per cent. bone. The brisket and navel were similar in proportions of the different constituents, but the rib ends were slightly higher in percentage of bone and lower in lean.

Flank Cuts.—The flank steak contained 83 per cent. lean and 16 per cent. fat, and the flank stew, 64 per cent. lean and 35 per cent. fat.

Fore Shank Cuts.—Soup bones from the fore shank varied from 17 to 69 per cent. lean, and from 25 to 75 per cent. bone. The boneless shank stew contained 83 per cent. lean and 17 per cent. visible fat.

Retail Trimmings.—Trimming the loin steaks reduced their weight 12 per cent., and the trimmings were about four-fifths fat and one-fifth bone. Round and chuck steaks were reduced but 5 per cent. in weight by trimming, only fat being taken from the former, as a rule, and principally bone from the latter. Other cuts that were materially affected by cutting off surplus fat and bone were the rump, shoulder pot roast and neck.

Relative Economy.—Of the various steaks, the porterhouse cuts were highest in net cost of edible meat, and chuck steaks lowest. Of the roasts, the first cut of the prime ribs was relatively dearest and the rump cheapest. The most expensive boiling and stewing cuts, in terms of edible meat, were the shoulder pot roast and clod, while the rib ends and brisket cost the most with respect to lean meat alone, and the shank stew and neck were most economical, either as source of lean or of total meat. Soup bones were exceedingly variable in relative economy, the middle cuts from the shanks being relatively cheapest, and the hock and end of the fore shank most expensive.

In general, the low-priced cuts were by far the most economical sources both of lean and of total edible meat. It is evident, therefore, that market prices of the various retail cuts of beef are determined chiefly by considerations other than their relative food values.

MEAT EXPORTS FROM RIVER PLATE.

Exports of meat from the River Plate territory and Patagonia for the first ten months of 1912, compared with the corresponding period of 1911, were as follows:

	1911.	1912.
Mutton, frozen, carcasses	3,364,151	2,935,033
Beef, frozen, quarters...	1,461,838	1,763,067
Beef, chilled, quarters...	1,775,201	1,888,932

Of this quantity Uruguay supplied 220,529 carcasses of frozen mutton and 83,231 quarters of frozen beef in 1911, and 257,327 carcasses of frozen mutton and 226,069 quarters of frozen beef in 1912.

Valuable trade information may be found every week on the "Practical Points for the Trade" page.

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.]—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

STORING AND HANDLING HIDES.

A packer in the South writes as follows:
Editor The National Provisioner:

Owing to excessive shrinkage we are going to rebuild our hide room. We will have to build a cellar and figure on putting in a brine coil. Which do you consider best, low temperature and very little ventilation, or an open room?

An open room is not desirable storage for hides. While a little circulation of air is necessary, too much is productive of excessive shrinkage. A cellar is the most satisfactory storage, with a non-absorbent cement or asphalt floor, with drainage of course. Also the cooler a hide cellar is kept the better. A temperature of around 50 degs. Fahr. should be obtainable in the hottest seasons of the year. If the rooms above the hide cellar are cold rooms, there is no need for brine coils in the hide cellar, otherwise it would pay to pipe the cellar. The most economical construction, therefore, is to put your hide cellar under your coolers.

Hides coming from the killing floor perhaps excessively wet, and stored in an open room, would show excessive shrinkage naturally. Hides should be kept as clean and dry as possible, and should be thoroughly cooled before putting into the pack. Also, they should be properly trimmed. Dirty salt and large lumps of salt should be avoided. Some packers use a mixture of 94 per cent. fine salt and 6 per cent. of borax, using a slight dressing of this prior to the customary dressing of regular hide salt.

Want a good man? Watch page 48.

TO MAKE GOOD SAUSAGES.

(Continued from last week.)

For the smoking of sausages the dimensions of the smokehouse and the general arrangements desired must be determined by the business requirements. The area of the smoking compartment should not be too large. If much material is to be smoked it is far better to divide the goods between two or three smaller houses, where the final results will justify this procedure. There is less shrinkage in a house four feet wide than in one three or four times as large, and a small house also smokes out quicker. The trouble with a wide house is that the wind shifts the smoke from one side to the other and one portion of the house may have its smoking finished, while another side has hardly been affected.

The best materials for producing the smoke are hard woods like hickory and maple. Hard wood sawdust makes a good smudge, and it may be economically employed. Pine or any resinous wood is never used for smoking. A small quantity of juniper berries is sometimes burned with smouldering sawdust fires, for the purpose of imparting flavor to certain kinds of sausages.

When it is required to smoke sausages, they are hung a short distance apart on the sticks by the looped string. These sticks should be made to fit across a section of the smokehouse, wherein they are placed with the hanging sausages. This method greatly facilitates the handling. Where large quantities of sausages are to be smoked, a framework of iron can be used for holding the sticks of sausages. This frame can be built so that it will fit the smokehouse or a section of it, and be suspended from an overhead iron track which extends from inside the smokehouse to any desired distance outside. This frame can be filled outside of the house and then run within, on the track. Thus it will be necessary to open the doors but once, to place a large amount of sausages in smoke.

After being sufficiently smoked, the framework, full of sausages, may be as rapidly removed and run on the track to any desired

place in the factory where it can be unloaded when convenient. By this method of rapid placing and withdrawal, the temperature of the smokehouse is not affected, or at most to a very slight degree. This is a very efficient means for keeping an even temperature while filling and emptying the smokehouse.

In placing the sausages on the wooden sticks, care must be taken to avoid the crowding of too many sausages on any one stick; and also when placing the full sticks in the smokehouse, care should be exercised to avoid overlapping the tiers. If this is not done the sausages will be streaked or spotted, and, overcrowding the sticks, will further prevent the sausages from being evenly smoked.

The drafts of the smokehouse should receive careful attention to ensure good results while smoking the stock. When starting the fires after a house is filled, the ventilators at the top and at the bottom should be kept open for a while. After the fires are well under way, the ventilators must be closed, the drafts regulated, and the fires banked with hard wood sawdust. Great care should be taken, especially in warm weather, to see that the fires are well banked, so that they cannot burn freely and thus create unnecessary heat. Too high a temperature should never be allowed during the smoking process as it will cause a large shrinkage in the stock.

When it is desired to produce a cold smoke, a low smouldering fire should be kept up and the sausages hung as far away as practicable to obtain the benefit of the smoke. A method sometimes employed for "cold smoking" is to build the fire some distance from the smokehouse and convey the smoke thence underneath the surface, so that part of the heat may escape at the fire and the remainder of it on the way to the house, where the smoke, deprived of all the heat, is utilized.

Is there something you want to know badly that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy, and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.

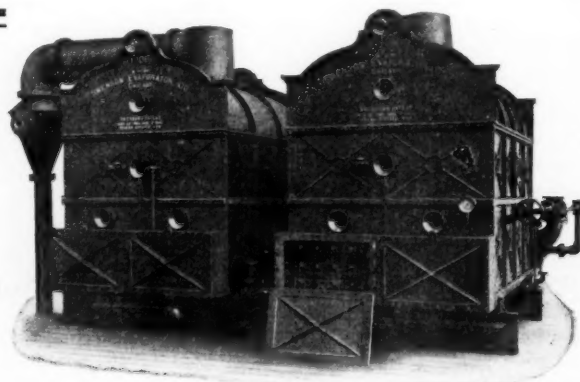
Some Folks Are Afraid of Joints— Our Customers Are Not

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New York and
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COTTON OIL AND THE TARIFF

In the course of its hearings on various
schedules of the tariff law the House Ways
and Means Committee at Washington has
taken up and will take up some items af-
fecting the cottonseed products industry.
These hearings are chiefly for the purpose of
collating data for the use of the special
session of Congress to be convened in the
spring for the purpose of revising the tariff.

Cottonseed oil interests have been and
will be generally and strongly represented
at these hearings. There are a number of
items in which they are vitally interested.
Crushers are anxious for such action on the
camels' hair press cloth duty, or the duty
on camels' hair, as shall make possible a
reduction of the present high cost of the
press cloth to the mills. Mills and refiners
are interested in the action to be taken on

some other tariff items, and the entire in-
dustry is vitally concerned in the question
of treatment of American cottonseed oil by
foreign governments.

This is a matter which has long pressed
for settlement, and conditions are now
rapidly assuming such a complexion that
some decisive and emphatic stand will have
to be taken by our government if our ex-
port trade in cottonseed oil is to be saved
from serious permanent loss. There are dif-
ferences of opinion as to methods to be em-
ployed for this purpose, and a somewhat
superficial knowledge of the needs of the
situation on the part of government au-
thorities may have had something to do
with the costly inaction of the past.

Politics, of course, always cuts a figure in
such matters, and it is unfortunate for
trade interests that such vital business ques-
tions are looked at through political glasses.
It is time the tariff was taken out of
politics. The foreign countries which have
been the most successful commercially have
done it, and the United States is paying
heavily for its persistence in sticking to
the old-fashioned political way of doing
business in this particular.

President Taft has recommended to Con-
gress an amendment to the retaliatory clause
of the tariff law permitting the Executive
in cases of discrimination against American
commodities to select certain articles ex-
ported from the discriminating country and
apply a retaliatory tariff to them. The ob-
ject of this is to bring the offenders to
terms without danger of upsetting the en-
tire trade relations between the two coun-
tries. President Taft's idea has not ap-
peared to meet with wide support from those
now in power in Congress.

There is a feeling in the trade that per-
haps it might be better to go at the matter
the other way round, to use kindness rather
than compulsion. Those who hold this idea
believe that a proper revision of the tariff,
with provision for special tariff reductions
for countries which would reciprocate
toward American products, might bring bet-
ter results. In this connection attention
is called to the report that the Austrian
government was ready to reduce its duty
on American cottonseed oil to only 15 kronen
per 100 kilos, provided the United States
would give certain Austrian imports the
same "favored nation" treatment as Canada.
This was not done, of course, and the result
is continued exclusion from Austria for our
cotton oil.

Concerning the growing seriousness of the
situation as it affects American cottonseed
oil abroad, Mr. J. A. Bourgeois, head of
the foreign department of the Louisville
Cotton Oil Company, in a recent letter to

The National Provisioner has this to say:

"We now find that the republics of South
America readily follow the example set them
by the governments of Europe, and penalize
our industry in favor of competing manu-
factures. Were it not so, and the increase
in duties on cottonseed oils in Argentina and
Uruguay decreed for increased revenues only,
why should not a corresponding increased
taxation be levied upon manufactures of a
similar nature? Or why, in fact, should
duties on olive oil be reduced in the face of
this in the Republic of Argentina?"

"The fact of the matter lies here—that
the people of these countries are rapidly
taking to the wholesome and cheaper cotton
oil substitute for olive oil. This year's fail-
ure of the olive crop will send olive oil prices
soaring high, and make the use of the Amer-
ican competitive product so much more at-
tractive. This is witnessed by the fact that
exports of the American product to that
part of the world have practically more than
doubled this year, as compared with those
of a year ago, while on the other hand ex-
ports to the old world so far have prac-
tically fallen short 100,000 barrels within
the last four months, as compared with the
same period a year ago.

"You undoubtedly have heard of the move-
ment on foot in all of the South American
republics to check the continuously grow-
ing North American commercial invasion,
and there is no doubt in our minds that
this is a beginning of their campaign, in
striking at one of the most important in-
dustries we have, involving the employment
of a capital of about 300 million dollars."

It would seem that some close study of
this matter by our government authorities,
both executive and legislative, was due the
cottonseed products industry as a matter of
common justice.

FREE MEAT IN ENGLAND

Loudon M. Douglas, the well-known Brit-
ish meat expert, declares in a review of meat
trade conditions in Great Britain in 1912, ap-
pearing in the news columns of The National
Provisioner, that "it is doubtful indeed if
during any previous year there has been so
little profit made by the average retailer of
meat and meat products." England is a free
trade country. It admits the meat of the
world free of duty. Yet meat prices were
unprecedentedly high, and the trade had a
hard row to hoe.

In the United States we are told that, if
we let down the bars to Argentine and other
foreign beef, our prices will go down right
away, and we shall have cheap meat. Mr.
Douglas in his review shows that 96 per
cent. of the beef imported into the United
Kingdom in 1912 came from Argentina and
Australasia, the chief sources of supply sug-
gested for our relief. And yet British prices
were high.

It might be interesting to learn from advo-
cates of free meats why this was so, and why
just the opposite would be true, according to
their theory, should we try the experiment.

TRADE GLEANINGS

A packing plant is to be built at Mitchell, S. D., by J. P. Reihsen & Son.

The Due West Oil Mill's linter room at Due West, S. C., has been damaged by fire.

J. M. Monte has purchased machinery for his completed fertilizer plant at Devereux, Ga.

It is reported that Armour & Company will erect a branch plant at Corpus Christi, Tex.

The Caldwell Oil Mill Company, Caldwell, Tex., has increased its capital stock to \$40,000.

The Cold Storage Company will erect in the spring a fertilizer plant at Prince Rupert, B. C.

The Sipsey Cotton Oil and Fertilizer Company's plant at Fayette, Ala., has been destroyed by fire.

Arrangements have been completed for the erection of a cotton gin and oil plant at Coughran, Tex.

The Farmers' Cotton Oil Company, Mangum, Okla., will commence the construction of its new plant.

The Knox-Harris Packing Company, Jackson, Mich., has engaged in business with a capital stock of \$15,000.

The Frederick City Abattoir Company, Frederick, Md., will increase its capital stock from \$65,000 to \$400,000.

The plant of the Kansas City Cotton Oil Mills Company at Leeds, Mo., has been destroyed by fire causing a loss of \$50,000.

The new mammoth fertilizer plant of E. H. and J. A. Meadows at New Bern, N. C., has been completed and is now in operation.

R. A. Lewis, G. B. Tarrant and others have incorporated the Alabama Packing Company, Birmingham, Ala., with a capital stock of \$50,000.

The Dixie Fertilizer Company, Prattville, Ala., has been incorporated with a capital

stock of \$15,000 by D. Pratt, C. E. Thomas and others.

The National Provision Company, Brooklyn, N. Y., has been incorporated with a capital stock of \$10,000 by H. Horwitz, B. Siegel and others.

The Boston and Portland Market, of Portland, Me., has been incorporated with a capital stock of \$10,000 by A. S. Milliken, W. L. Milliken and others.

The W. F. Donovan Provision Company, Birmingham, Ala., has been chartered with a capital stock of \$150,000. F. W. Blackford is president. A packing plant will be erected.

The Hospital and Health Board of Kansas City, Mo., will shortly invite bids for erecting a garbage and refuse incinerator with a daily capacity of 75 tons and not to exceed \$50,000 in cost.

The Val Decker Packing Company, Piqua, O., has been incorporated with a capital stock of \$50,000 by V. Decker, L. F. Decker, G. H. Decker, Carl F. Decker and Wm. Decker.

The recently incorporated Tampa Packing Company, Tampa, Fla., will open bids on February 1 for the erection of a packing plant to cost \$25,000. Bids for machinery will be opened on March 1, H. T. Lykes is president.

T. E. Collins, J. M. Shelly, H. M. Simon have incorporated the George E. Van Vorst, Inc., of New York City, N. Y., with a capital stock of \$100,000 to deal in cattle and farm products.

The Michael J. Galvin Company, of Colonie, N. Y., has been incorporated with a capital stock of \$10,000 to deal in hides, skins and tallow. M. J. Galvin, S. D. Galvin and E. F. Galvin, of Albany, are the incorporators.

The first annual meeting of the R. Hurni Packing Company was held at their office at Sioux City, Iowa, on January 14. A prosperous year was reported. No change was made in the present officers, with the exception of the election of A. Braunger as treasurer.

The Kansas City Stock Yards Company, Kansas City, Mo., has elected the following officers: President, Eugene V. R. Thayer, of Boston; vice-president and general manager, George R. Collett, formerly of the National Stock Yards of St. Louis; secretary and treasurer, F. H. Damon, of Boston; assistant general manager, W. H. Weeks, formerly traffic manager.

Wm. C. Bohrmann, formerly manager of the glue sales department of Swift & Company, Chicago, and more recently manager of the by-products departments of the Western Meat Company, San Francisco, Cal., is now located in the State of Washington, where he is building a big fish reduction plant on Puget Sound to handle the vast volume of salmon refuse produced by the big canneries there.

NEW COTTON OIL AGENT ABROAD.

Announcement has been made of the appointment of E. W. Thompson, of Charlotte, N. C., as a special commercial agent of the Bureau of Foreign and Domestic Commerce, to investigate cottonseed oil conditions and represent American cottonseed oil interests abroad. Mr. Thompson will take up his duties about February 1, and will sail about February 15, going first to Marseilles and thence to Germany, Austria-Hungary, etc. He will be glad to get advice and suggestions from cotton oil interests, and will be glad to take up any matters they may suggest.

Mr. Thompson has been engaged in the cottonseed oil business for 30 years, having first built and operated a plant in Georgia in 1882. He is a mechanical engineer and has also supervised the construction of many other plants and for the past 13 years, up until a year ago, he was district manager for the Southern Cotton Oil Company with headquarters in Charlotte. He had also served as auditor of the company with headquarters in New York.

ARMOUR & CO. FINANCIAL REPORT.

The annual financial report of Armour & Company for the year ending November 2, 1912, shows net profits on production and sales of \$8,655,873, compared to \$5,611,100 the previous year. A surplus was reported of \$5,701,646, equal to 28.51 per cent. on the capital stock of \$20,000,000, as compared to 12.55 per cent. earned last year. Net earnings were shown equal to about 6 per cent. on the net capital invested, as compared to 2½ per cent. last year. The general balance sheet shows:

ASSETS.		
	1912.	1911.
Lands, plants, etc.	\$45,309,247	\$44,037,850
Refrigerator cars, etc.	11,330,827	11,717,299
Inventory in companies	19,864,114	16,737,798
Inventory	40,329,009	32,550,210
Misc. mkt. investm'ts	6,881,294	5,518,991
Bills receivable	3,645,138	21,713,237
Accounts receivable	23,983,203	3,266,910
Cash	4,889,144	4,356,416
Total	\$156,231,979	\$139,898,713

LIABILITIES.		
	1912.	1911.
Capital stock	\$20,000,000	\$20,000,000
Bonds	30,000,000	30,000,000
Bills payable	15,523,100	10,255,100
Accounts payable	9,938,729	4,571,411
Res. for bd. interest	575,136	578,835
P & L surplus	80,195,013	74,493,366
Total	\$156,231,979	\$139,898,713

MORRIS & CO. FINANCES.

The annual financial report of Morris & Company for the year ending November 2, 1912, shows a net income of \$1,812,653 for the year ended November 2, 1912, as against \$1,036,746 the year before. This is equivalent to 60.43 per cent. on the capital stock, as compared with 34.5 per cent. earned the year previous. The total income was \$4,080,971, compared with \$3,109,705 in 1911.

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With more than 225 evaporator equipments in American packinghouses and glue and rendering establishments, the Swenson Evaporator Company, which has for more than twenty years made a standard apparatus for this purpose, states that Swenson evaporators are now used in nearly every packinghouse of any size. Many of the original machines put in more than twenty years ago are still giving good service, so that it is not known yet how long these evaporators will last. This continuous service would not be possible, of course, without a very low repair and maintenance expense.

It is pointed out that the Swenson is by no means a cheap evaporator to buy. The fact, however, that repeat orders now amount to more than 50 per cent. of the year's business shows that they are an extremely economical machine to use. The pans are made up of heavy cast-iron plates which, while more expensive than steel, are practically indestructible. The heating surfaces are seamless copper tubes, held in place by removable plates and gaskets. Here again less expensive metals, such as steel and charcoal iron, have been tried and abandoned; for, in the opinion of the manufacturers, the results proved copper to be cheapest and best in the long run, although more expensive in first cost.

VALUABLE HIDES AND TALLOW BOOK.

Darling & Company, hide dealers and tallow renderers of Chicago, have issued a booklet on "Hides and Tallow" of thirty-two pages for distribution among their consignment trade. This work contains information regarding the care and disposition of inedible by-products of the slaughtering industry, and will be of much interest to country butchers, who are advised to write for it. Over half the booklet is devoted to instructions regarding the proper methods of handling by-products. The remainder of the pamphlet contains photographs of their equipment and a few pages devoted to their own advancement.

It is a book which should prove invaluable to every butcher, slaughterhouse man and renderer. It may be obtained upon application to Darling & Company or to The National Provisioner.

"BOSS" JERKLESS HOG HOIST.

"Tip, top, toe, three in a row," is what The Cincinnati Butchers' Supply Company can say as soon as the "Boss" jerkless hog hoist, ordered through the architects, D. I. Davis & Co., Chicago, is installed in the new plant of the Butchers' Packing Company, Indianapolis, Ind. The other two hoists are in the adjoining plants of Worm & Co. and the Meier Packing Company.

The "Boss" jerkless hog hoists are claimed to embody the correct principle for elevating hogs and discharging them on to the



bleeding rail in the easiest, fastest and surest way possible. The bleeding rail, being attached to the hoist, forms a continuous track from the shackling pen, on which hogs are elevated and glide forward without a jerk or a miss. On account of these superior points these hoists are giving universal satisfaction, and the makers urge that it is to the interest of every slaughterer to install one of them. They are winners on merit, and the manufacturers, The Cincinnati Butchers' Supply Company, Cincinnati, Ohio, will be pleased to give full information regarding them.

FOREIGN TRADE OPPORTUNITIES.

The following foreign trade opportunities are offered in Daily Consular and Trade Reports. Additional information can be secured from the Bureau of Foreign and Domestic

Commerce, Washington, D. C. Refer to number in making inquiries:

No. 10234. Cottonseed oil.—A report from an American consular officer in the Near East states that a business man in his district would like to import American cottonseed oil of the best grades, and would be glad to hear from manufacturers of the same.

No. 10248. Cottonseed oil.—A business man in a Mediterranean country informs an American consular officer that he desires to be put in communication with American manufacturers and exporters of cottonseed oil, with a view to representing them in that market. He states that he can furnish first-class references, both from banks and commercial houses. Correspondence may be in English, French, German, Spanish, or Italian.

No. 10272. Oils.—An American business firm writes that one of its foreign agents desires to be put in touch with manufacturers of cotton and oleo oils.

WHY BUTCHER STUFF IS HIGH.

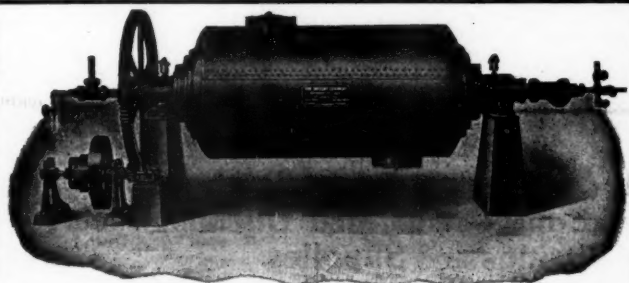
To the casual on-looker, there is not a big enough difference between prime finished cattle and the common butcher stuff. While just ordinary butcher stuff is selling around \$6 to \$7.25 in Kansas City, it takes a pretty good steer to bring \$8.

Of course this can be explained and is due to the clamor for cheaper meat. The retail butcher in attempting to appease the insistent crowd demands cheaper meat, and to supply him the killers have pushed butcher stuff up to a phenomenal price. The packers pick up the butcher stuff first and then, after all has been sent over the scales, they give attention to the better class of cattle.

The public wants cheaper meat and contrary to the former custom is willing to and is accepting a poorer quality to get it at a lower price. In catering to this demand the killers have run up the prices of the common grades and these are sure to go no lower. The quickest and easiest money is being made upon this class of cattle.—Kansas City Stock Yards Nugget.

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

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ICE AND REFRIGERATION

NEW CORPORATIONS.

Elk City, Okla.—W. T. Havard and others have incorporated the Elk City Ice, Fuel and Light Company with a capital stock of \$60,000.

Union, S. C.—The Union Ice and Fuel Company has been incorporated with a capital stock of \$12,000 by W. H. Sartor, R. A. Easterling and others.

Brownsville, Tex.—The Consumers' Ice and Cold Storage Company has been incorporated with a capital stock of \$50,000 by G. P. Durham, V. L. Crixell and others.

Kingsville, Tex.—The Dairy Products Company has been incorporated with a capital stock of \$3,500 by W. H. Beck, J. D. Finnegan and E. W. House.

ICE NOTES.

St. James City, Fla.—The Sisal Hemp and Development Company will erect a 6-ton ice plant.

Franklin, Tex.—J. W. Guynes has purchased machinery for an ice plant to be erected here.

Kennedy, Tex.—This city does not contemplate the installation of a cold storage plant, as recently noted.

Live Oak, Fla.—J. G. White & Co., 43 Exchange Place, New York, N. Y., have acquired ice plant here.

Jacksonville, Fla.—The Florida Ice and Coal Company will improve plant and install additional equipment.

Waco, Tex.—McLendon-Brown Ice Cream Company's plant has been destroyed by fire with a loss of \$10,000.

Lancaster, Ky.—The Bluegrass Dairy and Ice Company has awarded contract for the erection of a 5-ton ice plant.

Nacogdoches, Tex.—Armour & Company have leased a plot of ground west of Banita Creek upon which a branch cooler will be erected.

Stigler, Okla.—J. N. Ward, of Fort Smith, Ark., has purchased the Stigler Light and Ice Company's plant for \$16,000, and will rebuild it.

Mount Pleasant, Tex.—The Farmers' and Merchants' Cotton Oil Company has sold its ice and light plant to the Emanuel Com-

pany, of Dayton, O., who will spend \$25,000 in improving the plant.

Chicago, Ill.—The Consumers Company, which is a consolidation of the City Fuel and Knickerbocker Ice Companies, will have \$4,500,000 7 per cent. cumulative preferred and \$6,500,000 common, of which \$552,000 preferred and \$500,000 common will remain after exchange of securities is completed. Enough stock already is pledged to insure the merger. Under the terms of the merger agreement the \$1,368,800 7 per cent. outstanding preferred stock of the City Fuel Company will be exchanged for an equal amount of preferred stock in the new company. The \$3,000,000 6 per cent. preferred stock of the Knickerbocker Company will be exchanged for preferred stock of the new company at 86, calling for \$2,580,000. The \$2,000,000 City Fuel common and \$4,000,000 Knickerbocker Ice common will be exchanged for common stock of the new company at par.

INFLUENCE OF REFRIGERATION IN THE CURING OF MEATS.

(Adopted from an Article by H. Pintaud in L'Industrie Frigorifique, by Loudon M. Douglas, F. R. S. E.)

In our times when the high cost of living demands the attention of all public authorities as to the measures taken in the interest of the public, the question of refrigeration becomes more than ever a matter of primary importance. All who are in touch with economic and commercial questions know of the continuous progress made during the past few years in the chilling industry as applied to food products, and of the great services rendered by it to agriculture, the handling of meats, and consequently to the food supply.

The applications of cold are many, and the services which they render are incalculable and various in every department of agriculture. In countries where production is large, such as America, where the population is not dense, refrigeration is employed in warehouses where perishable goods and other merchandise are stored, chilled or frozen according to its nature, while awaiting embarkation for exportation or for local

use. Likewise, in those countries the arrangements for cold transport by rail or sea are wonderfully organized.

On the other hand, in the countries of importation, such as England, where the population is so great that the products of the soil are inadequate to the needs of the people, cold stores are specially constructed so as to accommodate and preserve huge quantities of provisions of every kind, thus maintaining trade in a normal condition and duly regulating the needs of consumption. We see, also, in those countries many refrigerating works installed not only in the large centers, but in almost all towns.

But it is in application to individual interests that refrigeration is now being more extensively used, and more especially in the handling and curing of meats. It is to the latter part of the subject that we would specially refer, and we would divide the subject into five different headings:

- 1st. On the utility of cold for the curing of meats.
- 2nd. On the design of refrigerating installations for curing purposes.
- 3rd. On refrigeration as applied to different kinds of curing.
- 4th. On the numerous advantages derived from the judicious employment of artificial cold.
- 5th. On the means employed to rival the foreigner and to obtain the maximum profit from the commercial point of view from this industry.

First. On the utilization of cold in the curing of hams:

Of all food traders, the bacon and ham curer was the first to understand the necessity of the employment of refrigeration and to appreciate the benefits to be derived therefrom. Indeed, to be successful in curing it is necessary to have all the conditions good, and this is difficult without refrigeration.

Very sound meat not only proves that the animal from which it is derived was healthy, but also that it has been slaughtered under suitable atmospheric conditions, which assists in preserving the flesh during the process of curing. It is always desirable to have a fresh temperature derived of heavy humidity, and the best results will be ob-

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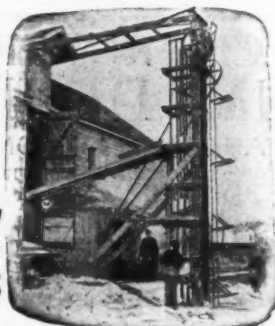
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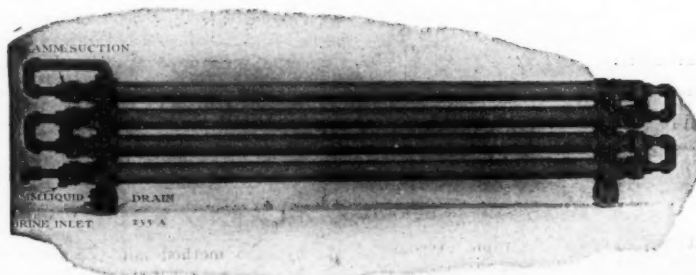
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tained in the absence of storms or of strong barometric depressions.

In connection with the quality of meat it may be said that if it is possible to choose good animals, it is not so easy to prevent them deteriorating in the abattoirs while waiting slaughter, and in the same way one cannot always have that cold dry weather suitable for an abattoir. It is then that the refrigerating industry finds a place. If the meats are carried into the cold rooms when warm, the chilling of the meat corrects the pernicious effects of slaughtering in a high temperature, and at the same time arrests the early fermentations which are produced in heated or mashed flesh.

Climatic conditions differ in different latitudes, and hence it is necessary to equalize these conditions, so that operations may be continuous. This, in the curing of meats, can only be accomplished by the aid of refrigeration.

Second. The designs of refrigerating chambers for curing purposes:

It may be laid down that an installation of refrigerating plant for curing purposes should be as spacious and airy as possible, and the interior walls should be covered with glazed or varnished tiles in order to permit of rapid and easy washing.

The ground should also be tiled with stone and not in cement, salt having the property of attaching itself and eating into the latter. The installation may be divided into four compartments at least; viz: receiving room, curing room, draining room, cold store.

The receiving room should be maintained at a temperature of 20 to 23 degs. F., and arranged in such a way as to permit of the classification of the meats as they enter the chamber. (These temperatures given are considered too low in British and American practice, 38 to 40 degs. F. being the usual temperature in chilling rooms where the fresh meat is at first placed.—L. M. D.)

The goods are thus exposed at a first cold for twenty-four hours at least before being worked. The cold of the chilling chamber should be dry and as much as possible produced by a circulation of cold air.

The curing room is the principal part of the installation, where all the work ought to be done, and should be supplied with the equipment necessary for the rapid execution of the work, such as a rubbing-table, cement salt-store, pickling-vat, wash basins, etc.

The curing cellars for bacon and hams should be of medium depth, large enough to avoid confusion and not so large as to cause inconvenience. They should be fitted with sumps to collect the brine. The brine troughs for mild salting ought to be of middle size, about 4 ft. x 3 ft. 6 ins. x 3 ft. 6 ins., and easily cleansed when the pickle is renewed. The cold can be applied without inconvenience, by a circulation of brine in pipes, for too great dryness would result in preventing the melting of the salt and in consequence injure the dry saltings. The temperature should be maintained between 32 degs. F.

and 38 degs. F., so as to obtain a maximum of 35 degs. in the pickle. (In British and American cellars the temperature maintained is about 42 degs. F., the humidity at 76 per cent. L. M. D.)

The draining room is that in which wash basins or troughs should be fitted up, so as to allow of hanging up hams and bacon when they have been washed. In a room with a temperature of 41 degs. to 44 degs. F. hams will drip and commence to dry. They should stay there for about fifteen days before removal.

The cold store is the room where the hams are taken which are destined to be kept for a lengthy period, whether they come from the draining room, or whether they have been bought outside by clients and stored.

Finally, to avoid the slime which is liable to be produced because it necessitates frequent washings, at the risk of deteriorating the goods, the cold should be about 28 degs. F. and be accompanied by a circulation of air. The humidity should not exceed 70 per cent. In that manner the hams will gain in quality without developing slime or wasting, and the loss in weight will not exceed 3 per cent. in six months.

It is to be noted that to obtain good preservation, even in cold chambers, it is always preferable to isolate hams, and special arrangements for that purpose are necessary.

Certain cures imagine that the refrigerating work is very simple and very easy, in consequence of the presence of cold. On the contrary a long apprenticeship and great ability are necessary, and these come only with experience. If the cold helps the work, it does not perform it completely, and the waste varies according to the ability of the curer.

The meats brought in should be scrutinized, and all those not properly salted should be excluded, the trimming of each piece, the manufacture of the pickle, the quality of the salt, the duration of the cure with regard to the temperature, are as much elements which count for success as for non-success.

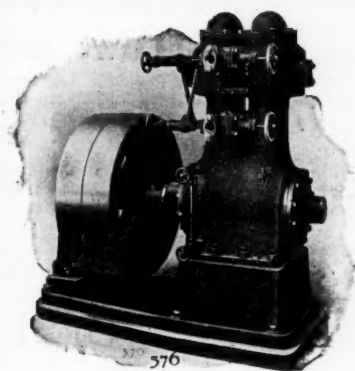
Two Ways of Curing Hams.

There are two ways of manufacturing hams: either by dry-salting or in pickle, and by each method mild-cured and strong-cured hams are prepared. The hams vary according to the districts and tastes of the customers.

Everybody knows the mild-cured meats, such as the hams of Paris, York, Hamburg, etc. Without entering into the detail of their manufacture, let us say, as the name indicates, that they are manufactured by the mild cure process at a temperature of 52 degs. to 56 degs. F., aromatized and lightly sweetened. The duration of the curing process does not exceed twenty-five to thirty days.

These hams are eaten in the pale-dried state or are smoked if desired; they are generally destined for cooking whole, and

WATCH PAGE 48 FOR BARGAINS.



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comprise all sizes and types of the ammonia compression and absorption systems of ice-making and refrigeration.

Our enclosed types are made with engine or for belt drive—single cylinder ½ to 6 tons; double cylinder 8 to 17 tons. Bulletin 42.

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are at any rate as well preserved as the dry salted hams.

The strong cured hams of Bayonne are more peculiar to the south and southwest of France. The quality of the latter, outside the meat, depends not so much on the pickle as on the salt employed, the arm of the workman who rubs, and of the duration of the cure.

That kind of work is less difficult to succeed in than the preparation of mild cured meats. The Bayonnais hams are manufactured without the aid of refrigeration, but during winter only some hams of a superior quality are prepared as winter-cured products, but they cannot compete with hams cured by the aid of refrigeration.

For bacon and bellies of simple and rather delicate manufacture, old salt is used which has already done duty on hams; and sometimes even simple pickles. If the customer is in a hurry, twelve days' curing in the first case, and two or three in the second, will suffice for the bellies to be ready for consumption.

All salts are not equally good for curing under refrigerating conditions. It can be easily ascertained by experiment how the salt available suits the work in hand, and this can only be determined by the curer himself.

There is a prejudice, which tends more and more to disappear, that curing under refrigerating conditions is inferior to other methods, and that the preservation is not so good.

Now, everybody knows that a Bayonne ham improves in quality with age, and that the same ham manufactured under refrigerating conditions may be kept six months or even a year, and will have the same delicacy of flavor and still be mild. These truths present themselves with such learnings that in a few years all houses that trade in pork and pig products will be compelled to adopt refrigeration if they do not wish to disappear one after another.

[EDITOR'S NOTE.—Some features of this dissertation will seem a trifle amusing to American curers, but it is nevertheless interesting to read how they do it and how they look at it in France.]

DUTIES ON OIL SEEDS AND LARD.

At the hearings before the Ways and Means Committee of the House at Washington this week J. J. Culbertson, of Paris, Tex., chairman of the legislative committee of the Inter-State Cotton Seed Crushers' Association, presented the following statement to the committee in favor of a removal of import duty on oil seeds, and against a removal of the import duty on foreign lard:

In my communication to your committee of January 4, 1913, I gave briefly some reasons as to why sago beans should in our opinion have free entry. I would now like to call your attention to our contention as to why oil seeds N. S. P. F. under paragraph 266 now carrying a duty of 25 cents per bushel should have such materially reduced or abolished.

There has been no importation worthy of mention of such into this country, and consequently no revenue has been derived by our government, owing to what practically amounts to a prohibitive duty on such. Therefore no one is deriving any benefit under present conditions, but if such change as is suggested be adopted, it would appear that considerable advantage would accrue to the American manufacturers of oil from oleaginous seeds, if such could be imported into this country free of duty, as is practically done by most of those countries abroad that ship oils therefrom free into our own.

Inasmuch as most of the oils expressed from such seeds have free entry under paragraph 639 of the free list, under which this government derives no duty, it appears to

us that the suggestion made would be of benefit to American manufacturers in which the revenue to the government would in no wise be changed.

We also wish to present to you our views as to why the present duty on lard should be retained. Under paragraph 288 the present duty is 1½ cents per pound, the Act of 1900 having reduced such from 2 cents per pound which the Act of 1897 imposed. The chief objection is that if given free entry it would be placed on a parity with Chinese hog lard. China is already importing into the Philippines considerable hog products, chiefly lard, on which there is an import duty of \$2.50 per 100 kilos, equal to \$1.14 per 100 pounds, which come chiefly from Shanghai and Hong Kong, and which is displacing American lard and compounds in those markets. Such products are also coming to the Pacific coast and the business is increasing.

Complaint was made to A. D. Melvin, chief of the Bureau of Animal Industry, that possibly the methods of handling and feeding hogs in the Orient and the manner in which such are slaughtered and lard rendered, might not comply with the rules governing such as are in effect by the Bureau of Animal Industry of the Agricultural Department. The idea was that the importation of such products could be excluded on the ground of unhealthfulness or improper sanitation, but careful investigation has indicated that the Hong Kong and Shanghai packers have complied fully with the pure food laws of the Philippines, and also that of the United States. So that to abolish the present duty would mean that we should undoubtedly have immense quantities of Chinese lard imported into the United States in competition with our home products. If, therefore, you could consider the reasons herein presented are good and sufficient for the belief that our American manufacturers would be benefited, we trust that you will make such changes in the present schedule as will bring about such results.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Improved—Buying More Confident— Hog Prices Firm—Hog Movement Moderate—Private Estimates of Small Live Stock Supplies.

The future market in provisions during the past week has shown a general condition of underlying strength and further improvement in values, although the gain has not been very pronounced in amount. The buying was influenced to some extent by the rather disappointing movement of hogs and also by the firmness of live hog values, while a report by a Western statistician on the number of hogs in the country, particularly in the large corn producing states, had some little influence on values.

This report was issued on Monday. It was made up on returns from different correspondents, and the figures as given out showed a decrease in live hogs of 5,559,000 hogs in the country, of which 4,000,000 were in the seven large corn states, Ohio, Indiana, Illinois, Missouri, Kansas, Nebraska and Kentucky. The shortage in these corn states was figured at between 15 and 20 per cent. compared with last year, and the shortage, it was claimed, was more apparent in hogs on feed to be marketed than in the actual number of hogs in the country.

This condition was brought about by the fact that all the feeding is largely of old stock, or else of the young hogs, every young sow being kept for breeding purposes, so that naturally the number to be marketed is proportionately affected. The decrease in the number of sheep in the country is given at 2,373,000, the decrease in milch cows 442,000, and the decrease in other cattle 1,838,000, which with the decrease in hogs makes a total reduction of livestock in the country of 10,212,000 for the year. This decrease is so heavy as to be a very important factor in the situation and shows the continuous influence of the high feed stuff cost during the past few years.

A decrease of 10,212,000 food animals in a single year is so important that if the figures should be confirmed by the Government report, which will be issued next week, the influence on values might be considerable. There is undoubtedly this to be said of the situation, however, that owing to the low price of feed stuffs this year, there is a tendency toward increase in the food animal supply. This condition is reflected in the fact as shown in the private reports above referred to, that all young sows are being kept for breeding purposes, and this condition will have a marked influence on the supply of hogs for market before the end of this year.

The hogs coming to market at present are those which were bred under the conditions of high feed stuff values, and when the farmers were uncertain as to the result of the crops to be gathered the past summer and fall. The high average price of hogs as well as of sheep and cattle, compared with all kinds of feed stuffs, make an extremely attractive feeding proposition. The price of hogs during the past week averaged \$7.35 per hundred pounds at Chicago, and means an average value of corn when marketed as live stock of 70¢ to 75¢ a bushel. The average price of cattle was \$7.99 per hundred pounds. The price of sheep was \$5.50 and the price of lambs \$8.85. This was an increase of \$1 per hundred in hogs and cattle, \$1.10 per hundred for sheep, and \$2.25 per hundred for lambs, compared with last year. Feed stuffs values on the other hand show for corn a decrease of 12 to 15¢, compared with last year. Oats a decrease of 11 to 16¢, while mill feeds are \$4 to \$5 a ton under last year, and hay from \$3 to \$5 a ton under a year ago. Not only are the prices for feed stuffs much lower than a year ago on one hand, but the returns from the stock are much larger, and even with some extra hazard in hog raising on account of the greater trouble with cholera than a year ago, the attraction in the

prices can only be conducive to one result, and that is a tendency towards increase in the supply.

The outward movement of provisions has been of quite good volume recently, and since the first of November the decrease in the exports of meats and lard have by no means been proportionate to the excess in prices compared with last year. The Government report for the calendar year just passed has just been issued and shows of hog products a decrease in bacon for the year of only 5,000,000 pounds. There was a decrease, however, in hams and shoulders of 15,000,000 pounds, practically no change in fresh pork, but there was a decrease in lard of 59,000,000 pounds compared with the preceding year. The decrease in beef products was quite important. The decrease in canned beef was 20,000,000 pounds; decrease in cured beef 15,000,000 pounds, while there was a decrease in the number of cattle exported of 116,000, the total exports for the year amounting to only 32,626.

LARD.—Prices further improved for both spot and futures. Demand was fair and the private report during the week of the number of hogs in the country had a bullish effect. City steam, \$10.12½@10.25; Middle West, \$10.30@10.40; Western, \$10.50; refined Continent, \$10.85; South American, \$11.40; Brazil, kegs, \$12.40; compound lard, 7½¢.

PORK.—Prices show firmness, with a moderate business at the advance. Mess is quoted at \$19.25@19.75; clear, \$21@22.75; family, \$21@23.

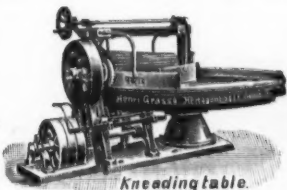
BEEF.—Prices are firm for all grades and the situation is unchanged. Sales are still in small lots. Quoted: Family, \$24@25; mess, \$20@21; packet, \$22@23; extra India mess, \$38@40.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, January 22, 1913: BACON — Amsterdam, Holland, 124,070 lbs.; Abo, Russia, 38,493 lbs.; Antwerp, Bel-

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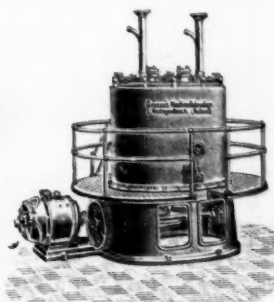
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gium, 117,410 lbs.; Antilla, W. I., 2,165 lbs.; Bordeaux, France, 22,310 lbs.; Bremen, Germany, 200,344 lbs.; Bristol, England, 13,192 lbs.; Drontheim, Norway, 218,713 lbs.; Gibraltar, Spain, 38,420 lbs.; Genoa, Italy, 155,203 lbs.; Glasgow, Scotland, 404,193 lbs.; Havre, France, 15,650 lbs.; Hamilton, W. I., 4,063 lbs.; Havana, Cuba, 38,260 lbs.; Hull, England, 143,306 lbs.; Hango, Russia, 69,574 lbs.; London, England, 23,464 lbs.; Liverpool, England, 1,746,080 lbs.; Matanzas, Cuba, 92,097 lbs.; Marseilles, France, 14,434 lbs.; Naples, Italy, 2,520 lbs.; Newcastle, England, 35,145 lbs.; Rotterdam, Holland, 513,638 lbs.; Rio Janeiro, Brazil, 9,900 lbs.; Santiago, Cuba, 33,764 lbs.; San Domingo, S. D., 1,160 lbs.; Sunderland, England, 8,611 lbs.; Stockton, England, 16,640 lbs.; Tampico, Mexico, 2,126 lbs.

HAM.—Antilla, W. I., 11,373 lbs.; Antwerp, Belgium, 71,536 lbs.; Barcelona, Spain, 7,160 lbs.; Bristol, England, 2,705 lbs.; Cadiz, Spain, 2,265 lbs.; Colon, Panama, 21,560 lbs.; Cartagena, Colombia, 2,987 lbs.; Dominica, W. I., 744 lbs.; Glasgow, Scotland, 421,721 lbs.; Guadeloupe, W. I., 2,453 lbs.; Hull, England, 170,000 lbs.; Havana, Cuba, 5,018 lbs.; Hamilton, W. I., 6,332 lbs.; Kingston, W. I., 1,174 lbs.; Liverpool, England, 1,220,934 lbs.; London, England, 16,794 lbs.; Maracaibo, Venezuela, 7,562 lbs.; Matanzas, Cuba, 14,650 lbs.; Port Cabello, Venezuela, 9,777 lbs.; Port au Prince, W. I., 7,904 lbs.; Paramaribo, Dutch Guiana, 3,944 lbs.; Port Limon, C. R., 490 lbs.; San Domingo, S. D., 11,719 lbs.; Santiago, Cuba, 42,666 lbs.; Santa Marta, —, 549 lbs.; Trinidad, W. I., 858 lbs.; Tampico, Mexico, 1,028 lbs.; Vera Cruz, Mexico, 3,477 lbs.

LARD.—Aberdeen, Scotland, 37,514 lbs.; Amsterdam, Holland, 24,189 lbs.; Antwerp, Belgium, 192,869 lbs.; Amapola, Honduras, 3,647 lbs.; Antilla, W. I., 9,660 lbs.; Bremen, Germany, 40,300 lbs.; Barbados, W. I., 32,147 lbs.; Bordeaux, France, 708,341 lbs.; Bristol, England, 16,800 lbs.; Curacao, Leeward Islands, 12,089 lbs.; Cartagena, Colombia, 30,630 lbs.; Catania, Sicily, 5,500 lbs.; Colon, Panama, 9,278 lbs.; Cologne, Germany, 27,562 lbs.; Cadiz, Spain, 13,461 lbs.; Cucuta, Colombia, 5,880 lbs.; Carupano, Venezuela, 3,110 lbs.; Dantzig, Germany, 8,250 lbs.; Dominica, W. I., 9,395 lbs.; Demerara, British Guiana,

11,800 lbs.; Guayaquil, Ecuador, 1,200 lbs.; Guadeloupe, W. I., 1,700 lbs.; Glasgow, Scotland, 337,565 lbs.; Gibraltar, Spain, 19,600 lbs.; Genoa, Italy, 282,793 lbs.; Hamburg, Germany, 861,658 lbs.; Havana, Cuba, 52,894 lbs.; Hamilton, W. I., 1,673 lbs.; Hull, England, 189,740 lbs.; Havre, France, 188,706 lbs.; Koenigsberg, Germany, 19,250 lbs.; Kingston, W. I., 3,092 lbs.; London, England, 304,958 lbs.; Leith, Scotland, 60,530 lbs.; Liverpool, England, 2,047,140 lbs.; Maracaibo, Venezuela, 22,247 lbs.; Matanzas, Cuba, 27,152 lbs.; Messina, Sicily, 19,060 lbs.; Manchester, England, 43,104 lbs.; Middlesboro, England, 14,000 lbs.; Marseilles, France, 8,600 lbs.; Manila, P. I., 2,765 lbs.; Montego Bay, W. I., 1,600 lbs.; Naples, Italy, 77,030 lbs.; Newcastle, England, 84,040 lbs.; Paramaribo, Dutch Guiana, 1,000 lbs.; Port Limon, C. R., 5,500 lbs.; Palermo, Sicily, 73,074 lbs.; Port Cabello, Venezuela, 57,325 lbs.; Port au Prince, W. I., 188,780 lbs.; Rotterdam, Holland, 2,182,997 lbs.; Rangoon, Burma, 11,000 lbs.; San Domingo, S. D., 61,527 lbs.; Savanilla, Colombia, 68,187 lbs.; Sierra Leone, Africa, 13,796 lbs.; Stettin, Germany, 261,465 lbs.; Sunderland, England, 2,856 lbs.; St. Croix, W. I., 9,685 lbs.; Santiago, Cuba, 259,200 lbs.; Southampton, England, 63,250 lbs.; Singapore, Straits Settlement, 27,710 lbs.; Turk's Island, W. I., 2,250 lbs.; Teneriffe, Canary Islands, 5,600 lbs.; Tumaco, Colombia, 14,000 lbs.; Trieste, Austria, 292,225 lbs.; Vera Cruz, Mexico, 33,864 lbs.

LARD OIL.—Curacao, Leeward Islands, 277 gals.

PORK.—Antwerp, Belgium, 10 tes.; Barbados, W. I., 15 bbls.; Colon, Panama, 30 bbls.; Dominica, W. I., 50 bbls.; Demerara, British Guiana, 37 tes.; Glasgow, Scotland, 100 bbls.; Guadeloupe, W. I., 7 bbls.; Havre, France, 25 bbls.; Hamburg, Germany, 175 bbls.; Hamilton, W. I., 3½ bbls.; Kingston, W. I., 33 bbls.; Liverpool, England, 135 bbls.; 61 tes.; Mauritius, W. I., 5 bbls.; Port au Prince, W. I., 564 bbls.; Port Limon, C. R., 15 bbls.; Paramaribo, Dutch Guiana, 97 bbls.; San Domingo, S. D., 64 bbls.; St. Croix, W. I., 21 bbls.; St. Martin, W. I., 7 bbls.

SAUSAGE.—Antwerp, Belgium, 100 pa.; Glasgow, Scotland, 17 pa.; Marseilles, France, 99 cs.; San Domingo, S. D., 105 pa.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 22.—Latest market quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. or 76 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½@2¾c. per lb.; 58 per cent. soda ash, 85@90c. basis 48 per cent.; 48 per cent. carbonate soda ash, \$1 per 100 lbs.; talc, 1¼@1½c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; silicate soda, 90c. per 100 lbs.; borax, 4¼c. per lb.; chloride of lime in casks \$1.50, and in barrels, \$2 per 100 lbs.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent., at 4¼@5c. per lb.

Genuine Lagos palm oil in casks, 7@7½c. per lb.; clarified palm oil in bbls., 7½c. per lb.; prime red palm oil in casks, 6½@6¾c. per lb.; prime palm kernel oil in casks about 1,200 lbs., 9¼c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 87½@90c. per gal.; green olive oil foots, 7½@8c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 9½@9¾c. per lb.; Cochin coconut oil, 10¼@11c. per lb.; cottonseed oil, 6½@6¾c. per lb.; corn oil, 5½@5.65c. per lb.; Soya bean oil, 5¾@6c. per lb.

Prime city tallow, 6¼c. per lb.; oleo stearine, 9¾@10¼c. per lb.; house grease, 5¼@6c. per lb.; brown grease, 5¼@5½c. per lb.; yellow packer's grease, 5@5½c. per lb.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending January 18, 1913, with comparative tables:

To—	PORK, BBLs.		From Jan. 18, 1913.
	Week ending Jan. 18, 1913.	Week ending Jan. 20, 1912.	
United Kingdom..	50	820	3,614
Continent	611	795	3,158
So. & Cen. Am....	490	291	4,282
West Indies	703	1,496	11,250
Br. No. Am. Col..	8	16	2,650
Other countries....	.....	.....	25
Total	1,862	3,418	25,039

To—	MEATS, LBS.		From Jan. 18, 1913.
	Week ending Jan. 18, 1913.	Week ending Jan. 20, 1912.	
United Kingdom..	2,391,700	6,961,100	50,985,475
Continent	1,198,700	1,576,725	10,332,700
So. & Cen. Am....	74,250	148,175	1,281,825
West Indies	209,400	278,300	2,424,700
Br. No. Am. Col..	.....	.....	20,400
Other countries....	.....	10,500	996,250
Total	3,874,050	7,970,800	66,041,350

To—	LARD, LBS.		From Jan. 18, 1913.
	Week ending Jan. 18, 1913.	Week ending Jan. 20, 1912.	
United Kingdom..	1,626,750	7,103,500	43,662,591
Continent	3,312,100	2,527,600	47,577,188
So. & Cen. Am....	432,500	394,700	5,759,950
West Indies	593,750	1,039,000	11,834,300
Br. No. Am. Col..	3,450	.....	97,380
Other countries....	40,600	1,400	528,250
Total	6,009,150	11,066,500	109,459,659

To—	RECAPITULATION OF THE WEEK'S EXPORTS.		From Jan. 18, 1913.
	Pork, bbls.	Meats, lbs.	
New York	1,124	686,050	2,398,850
Boston	8	.....	206,450
Philadelphia .....	.....	932,000	853,000
Baltimore .....	.....	.....	447,250
New Orleans	730	110,000	438,000
Galveston .....	.....	.....	123,000
Mobile .....	.....	90,000	210,000
St. John, N. B. ....	.....	1,050,000	334,000
Portland, Me. ....	.....	1,006,000	1,000,000
Total week	1,862	3,874,050	6,009,150
Previous week	2,669	9,912,300	10,115,995
Two weeks ago	1,499	7,186,550	10,563,491
Cor. week last y'r ..	3,418	7,970,800	10,966,500

COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '12. Same time to Jan. 18, '13. last year. Decrease.

Pork, bbls. 5,007,500 6,574,200 1,566,400

Meats, lbs. 66,041,350 82,161,465 16,120,115

Lard, lbs. 109,459,659 129,112,082 19,652,423

OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce.....	20/	22/6	@32c.
Oil Cake	17/6	23c.	@27c.
Bacon	20/	22/6	@32c.
Lard, tierces	20/	22/6	@32c.
Cheese	25/	30/	@50c.
Canned meats	20/	22/6	@32c.
Butter	30/	30/	@50c.
Tallow	20/	22/6	@32c.
Pork, per barrel.....	20/	22/6	@32c.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, January 16, 1913, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon and		Tallow.		Beef.		Pork.		Lard.	
	Cake.	Bags.	Oil Bbls.	Butter Pkgs.	Hams Boxes.	Tallow Pkgs.	Beef Pkgs.	Pork Bbls.	Tes.	Pkgs.	Tes.	Pkgs.	Tes.	Pkgs.
Georgic, Liverpool	400	.....	905	159	50	582	6903	.....	.....	.....	.....	.....
Carmania, Liverpool	267	.....	1949	.....	97	158	742	2500	.....	.....	.....	.....
Minnewaska, London	125	.....	66	.....	10	.....	220	4540	.....	.....	.....	.....
St. Paul, Southampton	408	.....	.....	.....	25	250	.....	.....	.....	.....
Buffalo, Hull	986	.....	10	5	631	3494	.....	.....	.....	.....
California, Glasgow	115	.....	1014	.....	55	53	145	450	.....	.....	.....	.....
Patricia, Hamburg	200	175	125	1180	2650	.....	.....	.....	.....
Pathan, Rotterdam	5675	600	.....	.....	.....	.....	200	.....	.....	.....	.....	.....
Zeeland, Antwerp	9032	100	.....	200	.....	31	95	890	10205	.....	.....	.....
L. P. Holmblad, Baltic	110	.....	.....	.....	.....
Rochambeau, Havre	2200	390	.....	.....	25	321	150	990	.....	.....	.....	.....
La Provence, Havre	6	.....	.....	246	50	240	.....	.....	.....	.....
Kursk, Libau	65	.....	.....	.....	.....	.....	.....	.....	.....
Hudson, Bordeaux	1100	300	.....	.....	.....	.....	444	5692	.....	.....	.....	.....
Germania, Marseilles	1595	180	249	.....	17	475	200	.....	.....	.....
Pannonia, Mediterranean	1199	.....	.....	.....	450	1850	.....	.....	.....	.....
Hamburg, Mediterranean	1250	50	.....	.....	20	194	.....	.....	.....	.....
Montevideo, Mediterranean	110	.....	.....	.....	.....
Gisconda, Mediterranean	819	60	530	.....	870	1130	.....	.....	.....	.....
Oceania, Mediterranean	6310	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	18007	13470	.....	5824	1203	453	1070	7024	41508	.....	.....	.....

ADLER & OBERNDORF, Inc.

UNION STOCK YARDS, CHICAGO, ILL.

BUYERS OF
ALL GRADES

TALLOW & GREASE

PLACE YOUR OFFERINGS BEFORE US

TALLOW, STEARINE, GREASE and SOAP.

WEEKLY REVIEW

TALLOW.—The limited offering of tallow accounts mainly for the steadiness of prices, although there are some reports of a larger demand for consumptive purposes. This, in the aggregate is not especially good, but compared with recent date there is a general improvement. Sentiment is less pessimistic, as a result, but there is still an indisposition to anticipate requirements in an important way.

A little strength at Western centers was not ignored. London cables were also indicative of a better undertone abroad, while local holders showed no desire to make sales excepting at their prices, which were met in most instances. The fact, however, that buying lacked urgency tended to take from the significance of conditions.

Some authorities commented on a revival of the export demand. England was again credited with taking fair lots of good grade tallow, while southern Europe accepted some of the lower descriptions. The auction sale at London was at prices unchanged to 6d. higher, there having been 1,563 casks offered for sale, of which 1,159 were taken. The cable sale was about in line with general expectations, and did not have much influence on this side.

On the whole the situation seems to be one where there is a great deal of conservatism. Cheaper grades of tallow are still lagging, but the production increase has not been sufficiently marked to cause any depression in prices. Farm supplies of cattle are looked upon as lighter, and a prominent Western expert estimated the decrease at nearly five per cent., while the total hogs on farms was placed at 8.5 per cent. under last year. The Government report will be issued on January 29.

Prime city tallow was quoted at 6½¢; special, 6¾¢, and country, 6¼¢@6¾¢, according to quality, in tierces.

OLEO STEARINE.—Surplus offerings were removed during the past week, and in consequence 9¼¢ was freely bid. The volume for sale on the upturn was not large. Strength resulted from a better inquiry from compound lard concerns, although demand from other sources continues very limited.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COCOANUT OIL.—The demand continues and business is of good volume. Buying is general. The strength in copra and large buying for edible purposes are reflected in the better values. Quotations: Cochin, 10¼¢@11¢; arrival, 10½¢; Ceylon, 9¼¢@10¢; shipments, 9½¢.

CORN OIL.—Trade has been of moderate volume, with prices showing but little change for the week. Prices are quoted at \$5.55@5.65 in car lots.

SOYA BEAN OIL.—The market is very quiet. Sales are small and prices are largely nominal. Spot is quoted at 5½¢@5¾¢; while shipment oil is 5½¢.

PALM OIL.—Prices have shown a little further softening on palm oil, with the demand moderate. Palm kernel oil is firm with a good demand for refining. Prime red spot, 6½¢@6¾¢; do. to arrive, 6½¢; Lagos, spot, 7¢@7¼¢; to arrive, 6¾¢@7¢; palm kernel, 9¼¢@9½¢; shipment, 9¼¢.

NEATSFOOT OIL.—Trade is rather limited and mainly of a local jobbing character. Quotations: For 20 cold test, 98¢@\$1; 30 do., 88¢; 40 do., water white, 83¢; prime, 64¢; low grade off yellow, 60¢.

GREASE.—The market for good greases is slow and rather heavy. Medium and low grades are in rather large supply and have sold rather freely for export. Quotations: Yellow, 5¼¢@5½¢; bone, 5¼¢@5½¢; house, 5¼¢@5½¢; "B" and "A" white, 5¼¢@5½¢.

OLEO OIL.—The market has shown an easier tone this week, with further concessions made on moderate trading. Extras were quoted at New York at 13½¢.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, January 22, 1913:

BEEF.—Antwerp, Belgium, 44 bbls.; Barbados, W. I., 60 bbls.; Bremen, Germany, 100 bbls.; Cardiff, Wales, 50 tes.; Colon, Panama, 6 tes.; 125 bbls.; Curacao, Leeward Islands, 8 bbls.; Christiania, Norway, 25 bbls.; Dominica, W. I., 12 bbls.; Demerara, British Guiana, 30 bbls., 6 tes.; Glasgow, Scotland, 114 tes.; Hamburg, Germany, 150 tes.; Hamilton, W. I., 6 bbls.; London, England, 10 tes.; Liverpool, England, 117 tes., 25 bbls.; Mauritius, W. I., 25 tes.; Montego Bay, W. I., 5 bbls.; Paramaribo, Dutch Guiana, 499 bbls., 6 tes.; Port Limon, C. R., 55 bbls.; Port au Prince, W. I., 123 bbls.; Rotterdam, Holland, 25 bbls.; St. Croix, W. I., 22 bbls.; Santiago, Cuba, 20 bbls.; San Domingo, S. D., 5½ bbls.; Turks Island, W. I., 7 bbls.

FRESH MEAT.—Colon, Panama, 200,880 lbs.; Hamilton, W. I., 31,416 lbs.; Liverpool, England, 183,019 lbs.

FROZEN MEAT.—Liverpool, England 363 pa.

OLEO OIL.—Bremen, Germany, 55 tes.; Christiania, Norway, 10 tes.; Hamburg, Germany, 1,500 tes.; Havana, Cuba, 4 tes.; Liverpool, England, 75 tes.; London, England, 125 tes.; Rotterdam, Holland, 1,465 tes.

OLEOMARGARINE.—Belize, British Honduras, 2,300 lbs.; Curacao, Leeward Islands,

2,064 lbs.; Colon, Panama, 13,021 lbs.; Dominica, W. I., 19,150 lbs.; Guadeloupe, W. I., 14,000 lbs.; Hamilton, W. I., 2,680 lbs.; Kingston, W. I., 4,400 lbs.; Paramaribo, Dutch Guiana, 1,200 lbs.; Port au Prince, W. I., 12,100 lbs.; Port Limon, C. R., 5,400 lbs.; Rotterdam, Holland, 1,251 tes.; St. Martin, W. I., 1,850 tes.; St. Croix, W. I., 12,223 lbs.; San Domingo, S. D., 5,340 lbs.

TALLOW.—Antwerp, Belgium, 3,031 lb.; Hamburg, Germany, 95,043 lbs.; Liverpool, England, 61,408 lbs.

TALLOW OIL.—Rotterdam, Holland, 150 tes.

TALLOW SCRAP.—Liverpool, England, 20,225 lbs.

TONGUE.—Colon, Panama, 5 bbls.; London, England, 132 pa.; Liverpool, England, 520 pa., 15 tes.

CANNED MEATS.—Antilla, W. I., 86 cs.; Callao, Peru, 33 pkgs.; Colon, Panama, 89 cs.; Cairo, Egypt, 92 cs.; Cartagena, Colombia, 66 cs.; Cardiff, Wales, 200 cs.; Curacao, Leeward Islands, 44 cs.; Glasgow, Scotland, 627 cs.; Hull, England, 375 cs.; Havre, France, 50 cs.; Liverpool, England, 535 cs.; London, England, 51 cs.; Matanzas, Cuba, 72 cs.; Maracaibo, Venezuela, 56 cs.; Puerto Cabello, Venezuela, 69 pa.; Rotterdam, Holland, 125 cs.; San Domingo, S. D., 235 cs.; Santiago, Cuba, 107 cs.; Tampico, Mexico, 101 pa.; Trieste, Austria, 10 cs.

CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Jan. 22.—The demand for ground blood and tankage is not quite as active, but prices are fairly well maintained, as stocks have been reduced considerably by the active trading of the past two weeks. The markets are nominally \$2.65 for blood, \$2.45 and 10c. for tankage, for prompt shipment, with 5c. per unit extra for February and March asked by the producers, but something less might be accepted on this. The lower grade tankage producers are rather more anxious to move their stocks, and are offering 8 and 25 and 6½ and 35 per cent. as low as \$2.35 and 10c. for prompt and February shipment, and might shade this slightly on a bid, or sell the future deliveries without the usual carrying charge.

Fish scrap and whale meat meal are selling at the seaboard at reasonable prices and have interfered to some extent with the expected advance in animal ammoniates. Cottonseed meal ammoniates are also reported as selling a little lower than heretofore, and have probably helped check both demand and a possibility of higher prices for packer's material. (Complete quotations will be found on page 37.)

SOYA BEAN OIL

AND ALL SOAP MATERIALS

WELCH, HOLME & CLARK CO.

383 West St., New York

COTTON OIL CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, January 24.—Market easy. Quotations: Choice summer white oil, 64½ marks; butter oil, 64¼ marks; summer yellow, 61½ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, January 24.—Market firm. Quotations: Summer yellow, 35¼ florins; choice summer white, 37½ florins, and butter oil, 37 florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, January 24.—Market firm. Quotations: Summer yellow, 75¼ francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, January 24.—Market easy. Quotations: Prime summer yellow, 77 francs; prime winter yellow, 80½ francs; choice summer white oil, 80 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, January 24.—Market easy. Quotations: Prime summer yellow, 29¼s. summer yellow, 29½s.

SOUTHERN MARKETS

Columbia.

(Special Report to The National Provisioner.)

Columbia, S. C., January 23.—Crude cottonseed oil, 37c. bid for any shipment; South Carolina mills not selling. Meal and hull market steady.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., January 23.—Crude cottonseed oil, 37½c. Basis prime meal dull at \$26, f. o. b. mills. Hulls, \$9.50, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., January 23.—Cottonseed oil market dull. Prime crude, 39@39½c. Meal steady at \$25.50@25.75 per short ton. Hulls steady at \$8.50, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 23.—Texas prime crude cottonseed oil easier at 37½c.; refined oil dull. Prime 8 per cent. meal steady at \$29.25, long ton, ship's side. Sacked cake higher, \$26, long ton, ship's side. Loose hulls, \$9.75; sacked, \$12.50, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., January 23.—Prime crude cottonseed oil market quiet, and trading light at 37½c. Choice loose cake, \$26 per short ton, f. o. b. Galveston.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 23.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12¾c.; 14@16 lbs. ave., 12½@12¾c.; 18@20

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LOUISVILLE SALAD OIL - APPETIZING AND DELICIOUS.

IDEAL HAND CREAM
IDEAL COTTON OIL—15 OZ.
SPERMACE—3½ OZ.
WHITE WAX—3½ OZ.
OIL OF LAVENDER
FLOWERS—12 DROPS
ROSEWATER—7½ OZ.
BLUNT TIPPED FINGERS ARE NEVER PRETTY. SO WHY NOT TRY TO MAKE THEM SHARPER? BEGIN IT TODAY.

EDIBLE OILS FAMOUS THE WORLD OVER

MANUFACTURED BY

LOUISVILLE COTTON OIL CO.,

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OFFICE & REFINERY
FLOYD & K STREETS.

LOUISVILLE, KY. U.S.A. "COTTON OIL" LOUISVILLE.

CABLE ADDRESS

10 lbs. ave., 12½@12¾c. Sweet pickled, 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 13@13¼c.; 12@14 lbs. ave., 12¾@12¾c.; 14@16 lbs. ave., 12¾@12¾c.; 18@20 lbs. ave., 12¾@13c.

Skinners Hams—Green, 14@16 lbs. ave., 13½@13¾c.; 16@18 lbs. ave., 13½@13¾c.; 18@20 lbs. ave., 13½@13¾c.; 22@24 lbs. ave., 12¾@13c. Sweet pickled, 14@16 lbs. ave., 13@13¾c.; 16@18 lbs. ave., 13@13¾c.; 18@20 lbs. ave., 13@13¾c.; 22@24 lbs. ave., 12@12½c.

New York Shoulders—Green, 10@12 lbs. ave., 10c. Sweet pickled, 10@12 lbs. ave., 9¾@10c.

Picnic Hams—Green, 5@6 lbs. ave., 9¼c.; 6@8 lbs. ave., 8¾@8¾c.; 8@10 lbs. ave., 8¾@8¾c.; 10@12 lbs. ave., 8¾@8¾c. Sweet pickled, 5@6 lbs. ave., 9¼@9¾c.; 6@8 lbs. ave., 8¾@9c.; 8@10 lbs. ave., 8¾@8¾c.; 10@12 lbs. ave., 8¾@8¾c.

Clear Bellies—Green, 6@8 lbs. ave., 13½c.; 8@10 lbs. ave., 13c.; 10@12 lbs. ave., 12¾@12¾c.; 12@14 lbs. ave., 12¾@12¾c. Sweet pickled, 6@8 lbs. ave., 13¼c.; 8@10 lbs. ave., 12¾@13c.; 10@12 lbs. ave., 12½@12¾c.; 12@14 lbs. ave., 12¼@12½c.

FOREIGN COMMERCIAL EXCHANGE.

New York, January 24.—Foreign commercial exchange rates were quoted today as follows:

London—
Bankers' 60 days..... 4.8355@4.8365
Demand sterling..... 4.8770@4.8775

Paris—
Commercial, 90 days.... 5.23¼—1.16@5.23½
Commercial, 60 days.... 5.21½—1.16@5.21¾
Commercial, sight..... 5.18½ @5.18½+1.16

Berlin—
Commercial, 90 days.... 93 11-16 @ 93¼
Commercial, 60 days.... 94 3-16 @ 94¼
Commercial, sight..... 94 15-16 @ 95

Antwerp—
Commercial, 60 days.... 5.20½—1.16@5.20¾

Amsterdam—
Commercial, 60 days.... 39½—1.32@ 39½

AMERICAN PACKERS IN MEXICO.

A concession has been granted by the State of Sinaloa, Mexico, to two Americans to erect an electric plant, combined with a refrigerating and meat-packing establishment, for preserving, packing, and exporting meat, fish, fruit and vegetables. The concession is for 25 years, and grants immunity from taxation and other valuable privileges.

The plant is to be erected at Sufragio, in the valley of the Fuerte river. Two railway stations are to be erected—one on the Southern Pacific and the other on the Kansas City, Mexico & Orient. These two roads are only about 500 yards apart at this place and parallel each other for some distance. The outlook for an enterprise of this nature is promising, aside from the meat packing feature.

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, January 23.—During the week under review the lard market has fluctuated in accordance with the daily receipts of hogs, which have been smaller than expected, and, of course, the lard market, for that reason, has made some advance, but there has been practically no fluctuation in the price of neutral lard, which article rests on the same level where it was last week. The demand for neutral lard from Europe keeps up well. The turnover in oleo oil this week has been light, of which article the stocks both here and in Europe are moderate. Inquiries are coming in for butter oil for late shipment, of which Europe will have to buy some by and by.

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VEGETABLE
FATS

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STEARINES - OILS - TALLOW - GREASE - FERTILIZER MATERIALS

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Quiet—Crude Offerings Limited—
Consuming Demand Irregular — Lard
Helps Sustain Prices—Speculation Slow
—Sentiment Still Rather Bearish.**

Steadiness characterized the cottonseed oil market of the past week, although there was little which transpired to awaken much interest. Cotton oil values in the future market fluctuated over a narrow range, showing only small changes on each session of the week. Influential factors toward market activity were lacking, and the unanimity of opinion was that the failure of prices to continue or to resume their downward trend was due to a firmer attitude on the part of crude holders. No particular expansion in the consuming trade was suggested.

The stand which Southern mills have accepted at present is not unusual, and as in the past it will require a certain length of time to develop. Following the period of liquidation, several of the mills are said to be in a better intrenched position to demand higher prices for the main part of their crude. As the sentiment is generally adverse to values at present, it is not incongruous that many opinions expressed are to the effect that any small enhancement in values will induce freer offerings from the South.

Unquestionably a stimulus to higher

prices would be found in an impressive consuming inquiry at this time, but the hand-to-mouth policy on the part of most buyers has not been abandoned. Some authorities speak less discouragingly of the situation than others, but nothing approaching enthusiasm is heard. The limited advances from the low point serve to interfere with a growing inquiry for the lower grades of oil, so that at this period those in a position to accept these descriptions are buying only sparingly. Most of the demand, in fact, emanates from the compound lard trade, both European and home concerns absorbing fair quantities from time to time. Incidentally the termination of the Balkan dispute exerts favorable influence, although the aftermath of the affair is still to be reckoned with.

The upward trend of lard prices was unexpected in some quarters, coming just when hog receipts were increasing, and naturally this inspired assertions that later in the year, when the hog shortage will become more pronounced, there will be little difficulty in maintaining the quotations of products. Whether this materializes remains to be seen, but it is only fair to state that the advance in the provision market caused quite a little short covering in the local oil-future market, and stemmed the semi-demoralization, which threatened the compound lard trade several days ago.

At that time it was declared that compound lard dealers were having great difficulty in disposing of product, and that users were skeptical as to the ruling levels of pure lard. However, strengthening of the oleostearine market attests to a betterment in the inquiry for the lard substitute, and it is still the belief in well-informed quarters that the assimilation of cottonseed oil by compounders will be much in excess of last year, and will materially aid in counter-balancing the smaller takings of the lower grades by soap makers.

Technical conditions have had more or less influence in the price movements during the week, even though there has not been a great deal of speculation. Near positions in the option market advanced steadily to a premium over other deliveries, in spite of the claims that consuming demand was not of an urgent character, suggesting that spot oil would not be in great demand. However, the tenders on January contracts were light, and although increasing somewhat at the end of the week many who were short of that month were forced to cover at prices considerably above a parity with some of the other deliveries. Naturally, this steadiness had a sympathetic and sentimental influence on the general situation.

The fact that consuming demand was in somewhat larger volume as the market declined to near the six-cent level, has now led to the belief in some quarters that in the event of another reaction to that point there would be more confident buying on the part of users. A great deal will depend, however,

The
American
Cotton
Oil Co.



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Cable Address:
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**Cottonseed
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CAKE, ASHES,
MEAL, HULLS.

**GOLD MEDALS
AWARDED**

Chicago, 1893.
San Francisco, 1894.
Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
St. Louis, 1904.

KENTUCKY REFINING COMPANY

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COTTON SEED OIL

Refinery and General Office: LOUISVILLE, KY.

CABLE ADDRESS
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upon the action of lard at Western points, and also on the grease markets in general, which at present are only steady, while foreign products are still ruling at a level precluding much of a demand for cottonseed oil, excepting for the varieties which can be taken advantageously for edible purposes. The latest reports from Southwestern Europe tell of a small fish catch.

Sentiment of a bearish nature is modified to some extent by the realization that the light and frequent buying by consumers has probably depleted their reserve stocks. Moreover, the lower level is recognized, even though many predict prices decidedly under six cents at a later date, with some statements based, even at this early date, on the belief that a liberal cotton acreage will be planted. This, it is said, will serve to discourage an important carry-over of oil. Meanwhile the volume of seed moving is not heavy, and unless the patience and strength of consumers again outlasts that of crude holders, no decided change in conditions is looked for in the immediate future.

Closing prices, Saturday, January 18, 1913. —Spot, \$6.23@6.35; January, \$6.23@6.26; February, \$6.16@6.20; March, \$6.18@6.19; April, \$6.19@6.21; May, \$6.23@6.24; June, \$6.23@6.27; July, \$6.27@6.28; August, \$6.27@6.35. Futures closed at 1 to 9 advance. Sales were: January, 1,100, \$6.25@6.18; March, 1,500, \$6.18@6.17; May, 3,800, \$6.24@6.21; July, 200, \$6.28@6.27. Total sales, 6,600 bbls. Good off, \$6.06@6.15; off, \$5.95@6.11; reddish off, \$5.80@6.10; winter, \$6.30@6.17; summer, \$6.40@6.75; prime crude, S. E., \$5@5.07.

Closing prices, Monday, January 20, 1913. —Spot, \$6.20@6.30; January, \$6.24@6.27; February, \$6.11@6.14; March, \$6.12@6.14; April, \$6.12@6.16; May, \$6.15@6.16; June, \$6.15@6.18; July, \$6.21@6.22; August, \$6.22@6.27. Futures closed at 1 advance to 8 decline. Sales were: January, 2,100, \$6.27@6.25; February, 100, \$6.18; March, 1,200, \$6.17@6.15; May, 1,800, \$6.21@6.16; July, 300, \$6.25@6.23. Total sales, 5,500 bbls. Good off, \$6@6.17;

off, \$5.95@6.12; reddish off, \$5.75@6; winter, \$6.25@6.80; summer, \$6.25@6.85; prime crude, S. E., \$4.93@5.

Closing prices, Tuesday, January 21, 1913. —Spot, \$6.20@6.30; January, \$6.26@6.27; February, \$6.13@6.16; March, \$6.14@6.16; April, \$6.16@6.18; May, \$6.18@6.19; June, \$6.18@6.21; July, \$6.23@6.24; August, \$6.25@6.28. Futures closed at 2 to 4 advance. Sales were: January, 4,800, \$6.28@6.25; March, 3,800, \$6.15@6.10; May, 4,400, \$6.21@6.16; July, 800, \$6.25@6.23. Total sales, 13,800 bbls. Good off, \$6.02@6.17; off, \$5.95@6.10; reddish off, \$5.80@6; winter, \$6.35@6.7; summer, \$6.40@6.99; prime crude, S. E., \$5.

Closing prices, Wednesday, January 22, 1913. —Spot, \$6.31@6.34; January, \$6.31@6.32; February, \$6.17@6.22; March, \$6.18@6.19; April, \$6.19@6.21; May, \$6.21@6.22; June, \$6.21@6.24; July, \$6.26@6.27; August, \$6.27@6.36. Futures closed at 2 to 5 advance. Sales were: Spot, 100, \$6.34; January, 1,800, \$6.32@6.28; February, 500, \$6.18@6.16; March, 1,700, \$6.18@6.15; April, 100, \$6.18; May, 1,100, \$6.22@6.19; June, 300, \$6.21@6.20; July, 200, \$6.27@6.26. Total sales, 5,800 bbls. Good off, \$6@6.17; off, \$5.95@6.10; reddish off, \$5.60@6.05; winter, \$6.50@7.25; summer, \$6.35@6.7; prime crude, S. E., \$5@5.07.

Closing prices, Thursday, January 23, 1913. —Spot, \$6.20@6.30; January, \$6.23@6.25; February, \$6.10@6.13; March, \$6.11@6.13; April, \$6.10@6.15; May, \$6.15@6.16; June, \$6.16@6.18; July, \$6.21@6.23; August, \$6.20@6.28. Futures closed 4 to 8 decline. Sales were: January, 1,800, \$6.25@6.22; February, 300, \$6.15; March, 2,200, \$6.17@6.12; May, 1,900, \$6.18@6.15; June, 500, \$6.19; July, 3,200, \$6.17@6.22. Total sales, 9,900 bbls. Good off, \$6@6.12; off, \$5.90@6.09; reddish off, \$5.65@6; winter, \$6.35@6.80; summer, \$6.15@6.80; prime crude, S. E., \$4.93@5.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to January 23, 1913; for the period since September 1, 1912, and for the same period last year, were as follows:

From New York.

Port.	For week.	Since Sept. 1, 1912.	Same period, 1911-1912.
	Bbls.	Bbls.	Bbls.
Aarhus, Denmark	—	—	25
Aberdeen, Scotland	—	—	78
Acajutla, Salvador	—	20	179
Accra, W. Africa	—	—	10
Adelaide, Australia	—	0	—
Alexandria, Syria	—	—	18
Alexandria, Egypt	—	—	2,575
Algoa Bay, Africa	—	154	131
Amapola, Honduras	—	—	19
Amsterdam, Holland	—	—	156
Ancona, Italy	—	—	1,115
Antilla, W. I.	—	14	50
Antofagasta, Chile	—	—	5
Antwerp, Belgium	—	1,700	3,256
Arendal, Norway	—	—	50
Arica, Chile	—	234	168
Asuncion, Paraguay	—	—	17
Auckland, N. Z.	—	40	676
Aux Cayes, Haiti	—	0	4
Azuza, W. I.	—	—	244
Bahia, Brazil	—	—	90
Bahia Blanca, A. R.	—	—	44
Barbados, W. I.	—	929	359
Beira, Africa	—	4	80
Beirut, Syria	—	—	24
Belize, Br. Honduras	—	34	—
Bergen, Norway	—	—	685
Birkenhead, England	—	—	100
Bordeaux, France	—	750	960
Braila, Roumania	—	—	250
Bremen, Germany	—	—	700
Bristol, England	—	50	50
Buenos Aires, A. R.	1,970	10,463	5,184
Cairo, Egypt	—	—	44
Cape Town, Africa	—	205	797
Cardenas, Cuba	—	29	14
Cartagena, Colombia	—	113	—
Casablanca, Venezuela	—	—	60
Cayenne, French Guiana	—	680	450
Ceara, Brazil	—	—	19
Christiania, Norway	—	70	3,950
Cienfuegos, Cuba	—	13	14
Ciudad Bolivar, Venezuela ..	—	—	878
Colon, Panama	169	638	4,805
Constantinople, Turkey	—	200	—
Constanta, Roumania	—	—	75
Copenhagen, Denmark	—	4,935	5,075
Corinto, Nicaragua	—	—	60
Cork, Ireland	—	—	400

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Cristobal, Panama	—	30
Cucuta, Colombia	—	3
Curacao, Leeward Islands	50	66
Dedegatch, Turkey	—	1,110
Delagoa Bay, Africa	—	5
Demerara, Br. Guiana	38	1,323
Dominica, W. I.	85	620
Drontheim, Norway	—	75
Dublin, Ireland	—	2,100
Dunkirk, France	—	400
Flume, Austria	—	575
Frederickshald, Norway	—	70
Fremantle, Australia	—	122
Gallatz, Roumania	—	2,575
Gallipoli, Turkey	—	150
Genoa, Italy	23,992	10,980
Gibraltar, Spain	—	100
Glasgow, Scotland	2,390	3,514
Gothenberg, Sweden	—	1,230
Grenada, W. I.	10	10
Guadalupe, W. I.	—	577
Guantanamo, Cuba	38	38
Hamburg, Germany	—	4,780
Havana, Cuba	19	877
Havre, France	1,700	10,219
Hong Kong, China	—	2
Horsens, Denmark	—	25
Hull, England	—	823
Iquique, Chile	—	72
Kobe, Japan	—	1,182
Koenigsberg, Germany	—	6
Kustendji, Roumania	—	1,950
La Guaira, Venezuela	—	11
La Libertad, Salvador	—	4
La Union, Salvador	—	43
Leghorn, Italy	—	3,363
Leipzig, Germany	—	58
Leith, Scotland	—	50
Liverpool, England	100	7,130
London, England	—	8,903
Macoris, S. D.	—	361
Malmö, Sweden	—	200
Malta, Island of	—	1,220
Manchester, England	—	4,390
Manila, P. I.	—	9
Maracaibo, Venezuela	—	17,569
Marseilles, France	—	10,594
Martinique, W. I.	—	2,300
Mattanza, W. I.	34	39
Melbourne, Australia	—	64
Mersina, Turkey	—	71
Monte Cristi, S. D.	—	561
Montego Bay, W. I.	—	43
Montevideo, Uruguay	—	1,506
Moyaguez	—	27
Naples, Italy	50	1,813
Newcastle, England	—	2,313
Norrköping, Sweden	—	150
Nuevitas, Cuba	—	103
Oran, Algeria	—	19
Panderma, Asia	—	990
Para, Brazil	—	250
Paramaribo, Dutch Guiana	—	38
Patras, Greece	—	14
Piraeus, Greece	—	325
Plantania	—	20
Port Antonio, W. I.	—	3
Port au Prince, W. I.	—	115
Port Barrios, C. A.	2	72
Port Limon, C. R.	—	14
Port Said, Egypt	—	181
Progreso, Mexico	—	253
Puerto, Mexico	—	224
Puerto Plata, S. D.	—	55
Punta Arenas, C. R.	—	20
Ravenna, Italy	—	239
Rio Janeiro, Brazil	—	490
Rodosta, A. R.	—	350
Rosario, A. R.	—	382
Rotterdam, Holland	2,750	30,970
St. John, N. P.	—	125
St. Kitts, W. I.	—	45
St. Thomas, W. I.	—	21
Salonica, Turkey	—	415
Sanchez, S. D.	—	10
San Domingo, S. D.	—	2,220
San Juan, P. R.	103	136
Sancti Spiritus, Cuba	—	282
Santos, Brazil	—	89
Savannah, Colombia	—	1,150
Sekondi, Africa	—	3,229
Smyrna, Turkey	—	385
Southampton, England	—	480
Stettin, Germany	—	6

Stockholm, Sweden	—	100
Surinam, Dutch Guiana	—	41
Sydney, Australia	100	238
Tampico, Mexico	—	52
Tonsberg, Norway	—	21
Treblzond, Armenia	—	150
Trieste, Austria	4,020	24,864
Trinidad, Island of	—	9,119
Turks Island, W. I.	355	205
Valparaiso, Chile	—	440
Venice, Italy	3,109	744
Vera Cruz, Mexico	—	3,804
Wellington, N. Z.	—	17,170
Yokohama, Japan	—	13,568
Zanzibar, Zanzibar	—	22
Total	14,721	198,082

From New Orleans.

Antwerp, Belgium	—	300
Belfast, Ireland	—	7,225
Bremen, Germany	—	150
Bristol, England	—	110
Buenos Aires, A. R.	—	560
Christiania, Norway	—	50
Colon, Panama	—	425
Copenhagen, Denmark	—	6,060
Genoa, Italy	—	3,380
Glasgow, Scotland	—	40
Gothenberg, Sweden	—	925
Hamburg, Germany	—	50
Havana, Cuba	62	324
Havre, France	—	500
Kingston, W. I.	—	925
Liverpool, England	—	1,200
London, England	—	300
Manchester, England	—	2,876
Marseilles, France	—	4,789
Port Limon, C. R.	—	1,938
Progreso, Mexico	—	964
Rotterdam, Holland	4,325	300
Stavanger, Norway	—	1,125
Tampico, Mexico	—	85
Vera Cruz, Mexico	—	100
Total	4,387	125,039

From Galveston.

Antwerp, Belgium	—	120
Bremen, Germany	—	125
Copenhagen, Denmark	—	150
Genoa, Italy	—	50
Hamburg, Germany	—	2,748
Havana, Cuba	—	95
Rotterdam, Holland	—	8,700
Vera Cruz, Mexico	—	200
Total	—	550

From Baltimore.

Antwerp, Belgium	—	1,400
Bremerhaven, Germany	—	120
Christiania, Norway	—	300
Constanta, Roumania	—	50
Constantinople, Turkey	—	650
Gothenberg, Sweden	—	1,000
Hamburg, Germany	—	1,503
Havre, France	—	2,065
Liverpool, England	—	300
London, England	—	150
Malta, Island of	—	55
Rotterdam, Holland	400	125
Total	400	4,440

From Savannah.

Antwerp, Belgium	—	1,474
Bremen, Germany	—	102
Hamburg, Germany	—	3,514
Havre, France	—	2,958
Liverpool, England	—	9,546
London, England	—	1,633
Manchester, England	—	51
Rotterdam, Holland	8,812	23,797
Total	8,872	36,631

From Newport News.

Hamburg, Germany	—	500
Liverpool, England	—	2,375
Rotterdam, Holland	1,250	1,100
Total	1,250	4,205

From All Other Ports.

Canada	1,611	16,718
Liverpool, England	—	120
Mexico (including overland)	—	2,399
Total	1,611	25,399

Recapitulation.

From New York	14,721	198,082
From New Orleans	4,387	125,939
From Galveston	—	550
From Baltimore	400	4,440
From Savannah	8,812	36,631
From Newport News	1,250	4,205
From Norfolk	—	7,740
From all other ports	1,611	27,858
Total	31,181	426,246

COTTON OIL EXPORTS COMPARED.

Preliminary reports of the Bureau of Foreign and Domestic Commerce at Washington give exports of cottonseed oil for the month of December as 100,763 bbls., compared to 181,379 bbls. for the same month a year ago. For the twelve months of the calendar year the exports are given as 879,262 bbls., compared to 800,448 bbls. for a like period of 1911.

Exports by ports of shipment for December, compared to the same month a year ago, are given as follows, in pounds:

	Dec., '12.	Dec., '11.
Baltimore	601,939	737,179
Newport News	195,000	1,498,350
New York	21,544,065	29,308,073
Norfolk and Portsmouth	982,610	3,726,450
Philadelphia	194,734	293,722
Savannah	4,444,009	6,044,188
Galveston	4,706	3,114,412
New Orleans	5,082,782	17,178,335
Sabine	—	—
Corpus Christi	1,866,082	2,397,232
Saluria	951,826	155,117
Buffalo Creek	785,960	—
Champlain	31,891	—
Detroit	218,248	690,518
Huron	861,325	863,268
Memphremagog	36,427	8,537
Minnesota	307,790	—
Total, lbs.	37,788,044	68,015,381

For the twelve months of the year the totals are given as follows, with comparisons:

	1912.	1911.	1910.
	Lbs.	Lbs.	Lbs.
Baltimore	4,008,770	2,148,721	342,945
Newport News	2,692,650	3,788,600	1,227,690
New York	181,401,597	168,048,387	83,962,944
Norfolk and Portsmouth	7,968,323	8,922,047	3,170,640
Philadelphia	833,076	522,081	142,113
Savannah	32,012,140	27,797,469	21,513,051
Galveston	9,816,158	11,705,363	7,847,141
New Orleans	67,349,549	61,836,490	24,018,355
Sabine	1,076,800	1,039,700	82,123
Corpus Christi	20,575,174	19,722,879	15,696,972
Saluria	1,652,005	2,238,693	4,196,677
Buffalo Creek	3,252,425	429,125	958,176
Champlain	280,610	646,724	781,287
Detroit	5,456,217	2,641,740	1,399,590
Huron	10,817,031	7,155,069	8,409,511
Memphremagog	600,657	790,220	1,351,285
Minnesota	1,906,683	725,860	934,509
Total, lbs.	351,704,865	320,179,148	176,014,979

HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

Chicago.

PACKER HIDES.—The market holds steady, but there has not been very much doing of late, although some of the large buyers are likely to operate soon. The supply of choice corn-fed cattle is small, but receipts of grass-fed stock finished off with corn are keeping up, and the slaughter of native cattle is about the same as a year ago. The strong demand from Europe for South American branded naturally has a firming tendency in sympathy on domestic branded, despite the fact that the South Americans are in the best season, while domestic stock is running into poorer season takeoff. There is some falling off in the slaughter of Western range cattle as well. Native steers have been the slowest feature on the list for a long time past, and ever since this variety sold up to the record of 20c. the call has been indifferent. The large tanning concerns as well as Canadian tanners have been tanning native cows in place of steers. Last small trading in natives was at 18½c., with the market entirely nominal at that. Texas steers are firmly held, and continued bids of 17c. from buyers for December-January are declined, though packers are still unable to effect business at the asking price of 17¼c. Lights and extremes were last taken in a liberal way at 17c. and 16¾c., respectively. Butt brands are reported in less urgent demand, with last sales at 17¼c. November-December continue to be offered on that basis, and possibly Januarys would be included at 17c. Colorados are also reported in less urgent call, ruling quiet at 16¾c. Branded cows are steady at 16¾c. and up to 17c., as to packers and dates of salting. Native cows are unchanged, with a fair supply of November-December all weights on hand, and these nominal around 17c. Packers asking up to 17¼c. for November-December heavies find these slow of sale at the price talked. Tanners' views are around 16¾c. for December-January all weights, and Western tanners predict prices will be lower on both packer and country cows as further advancement is made into the grubby season. Native bulls are unchanged; last selling 15c. for August to January. Branded bulls, 12¾c.

Later.—Additional 5,000 packer December-January heavy and light Texas sold both at 17c., and extremes at 16¾c. Most packers continue to talk 17¼c. for heavies from desirable points. The tendency of January branded hides is no stronger, with native steers and cows considered a shade easier. Also rumored three or four cars December-January heavy Texas sold 17c. No bids reported for December-January native steers.

COUNTRY HIDES.—Tanners in most instances talk as bearish as possible, as they want to see the start of a decline before the full grubby season is reached, but no particular change is noted, and some sources look for a firm market even for later receipts, considering difference in quality, etc. Offerings of fall hides are not plentiful, and these are what tanners desire. The big dealer claims to be sold out on fall buffs, and all dealers on fall extremes. The big

dealer is firm for choice selections of hides, and is said to be getting good prices for these from local tanners. The disposition of the tanners is to hold back on buying ahead as they want to get the market down on futures, and dealers themselves naturally expect a reaction on these. Buffs are unchanged on a range of 14¼@15c., the outside price for the better lots and for prompt or nearby shipment running free of grubs. Two dealers have strictly fall buffs and heavy cows to offer are talking 15¼c., but have not sold. Heavy cows range the same as buffs, 14¼@15c., but some choice all fall stock in connection with buffs are held up to 15¼c., but this price not paid. Extremes being in scant supply are strong for good lots, with last sales of clear of grub lots fall hides and including also current receipts at 16c. Dealers are claiming they are unable to offer all fall hides, being sold up on these, but if a premium would be paid would likely find some. Poorer grub lots are quoted around 15½c., and better 15¾c., with price determined in all instances by quality of each individual lot. Heavy steers keep slow, with no sales reported and a long range of 15@16c. quoted as to lots. Bulls are in small supply but quiet; 12¾@13c. asked, bids generally 12½c. Branded hides are nominal at 13½@14c. for miscellaneous lots, and small packers, etc., 14½@15c.

HORSE HIDES.—Mixed lots are being quoted all the way from \$4.15@4.30, as to lots.

DRY HIDES.—Short trim sole leather weights are quoted 27c., with lights, 29c.

CALFSKINS.—Trade keeps dull, and the market is generally unchanged. There has, however, been more inquiry noted of late, but no sales are reported. Packer skins last sold on a range of 19¼@20c., with asking prices on unsold lots ranging from 20½@21c. Chicago cities last brought 18¼c., but holders are talking firmer now. Outside cities range 18@18¼c., and countries, as to lots, from 16½@17c. Kips keep steady, with countries ranged 15½@16c., mixed cities and countries 16@16½c., and cities and packers, 16½@17c.

SHEEPSKINS.—Last trading in choice 12-lb. and up heavy packer pelts averaging 16 lbs. was at \$1.50, being something of a compromise price between the packer and buyer. Regular runs of packers are quoted \$1.30@1.45, as to lots, outside city packers \$1.20 and better as to lots, and usual runs of late receipt country skins 90c.@\$1.15, as to quality, etc.

New York.

DRY HIDES.—Pronounced strength continues to rule in common varieties, with stocks closely sold up. Some sources predict next arrivals will bring further advances. A small lot of 34 bbls. of Central Americans, ex-"Prinz August Wilhelm," is practically sold at 28½c., the late selling figure, and the balance of this cargo comprised Ecuador. There are continued light offerings of River Plates, with Europe taking about all of these available.

WET SALTED HIDES.—An exceptionally strong market rules for all kinds, caused by the heavy operating by Europe, buyers there paying much higher rates than American tanners will consider. Four thousand Sansinena frigorifico steers sold at the weekly auction, bringing a further advance and, as usual, taken by Europe. One cable gives the price, including commissions, at

20½c. There are offerings this week of 5,000 LaBlanca steers, 3,000 Las Palmas steers, and 4,000 Smithfield and Argentina steers, January-February kill, which, while not as yet noted as sold, will likely bring proportionately better rates than the Sansinenas. Coast Mexicans continue decidedly strong, due to active buying by Europe, who are paying much more than domestic people. Former bids from large domestic buyers were 15½c., but at least 15¾c. has been paid by Europe, and some believe likely close to 16c.

CITY PACKER HIDES.—Another local packer has withdrawn his offerings of spread native steers from the market, amounting to about 15,000 June to Januarys, and it is presumed the hides have sold, although such a sale is unreported and there are no details. Some think not under 19½c. prevailed, but it develops another packer previously reported as selling spreadies here, and on which sale the price was not definitely confirmed, actually secured 19¼c.

COUNTRY HIDES.—Trade is generally quiet, with some tanners talking easy in view of poorer receipts to come, but dealers apparently firm as ever on present offerings. Most brokers here report a scarcity of offerings, referring chiefly to Eastern and Middle West hides, but tanners say they have more offerings in hand from Western points, one quarter noting aggregate offerings today of as many as 15,000 hides at prices ranging 14½@15c., selected Chicago freight, all as to salting, delivery points and dates of shipment, weights, etc. Middle West and western Pennsylvania buffs and heavy cows range 14¼@15c. asked, selected as to dates of shipment, quality, etc., with the market generally quotable at the inside price, this being about the limit of buyers' views. A car of Ohio heavy cows, all short-haired 60-lb. and up, is offered at 15c., which are believed obtainable at 14¾c. Western Pennsylvania buffs, 45-lb. and up, are offered at 14¾c. selected, and one car of Middle West heavy cows out of first salt is reported offered at 14¾c. Straight carloads of New York State hides are mostly offered on a range of 13¼@14c. flat, as to lots, etc., and small lots are reported picked up at up-State points down to 13½c., one lot of 500 reported secured from up-State point at that. There is apparently a better demand for bulls, which are a scarce article, than for cows, in this market, and a car of choice Ohio for delivery in a week or 10 days sold up to 13c. selected. Some small lots of nearby New England hides have sold at 13½c. flat in connection with calfskins, the latter at prices noted below.

CALFSKINS.—Nothing new has developed in New York cities, but a better feeling has been reported in these of late, with quotations generally given at \$1.70, \$2.10@2.15 and \$2.45@2.50. One small lot of 600 nearby New England skins sold at \$1.40, \$1.80 and \$2.25, sold in connection with hides as noted above. There are offerings today of Middle West outside city untrimmed skins, aggregating about 8,000, at 18¼c. selected, but some of the large buyers here continue conservative.

HORSE HIDES.—Market steady, but rather quiet. Straight lots of outside renderers are selling at \$4.25@4.35, and some held at \$4.40@4.50. Mixed countries and cities range \$4.15@4.25. Fronts rule \$3.25@3.35, no sales noted at \$3.35, and butts dull at \$1.25@1.30.

Boston.

One thousand Middle West extremes for delivery February 1 sold 15¾c. Eastern tanners have not bought very freely, and dealers look for them to continue in the market more or less owing to their being poorly supplied. Buffs range 14¼@15c., with the outside price generally asked. Southerners are still quoted from 12½@13c. flat for Far South, and 13¼@13½c. for more Northern.

Experienced Packing House Man

WILL BE READY IN ABOUT 60
DAYS TO MAKE A CHANGE

He has had fifteen years' experience in all branches of the business, and holds at present an executive position with one of the large packers.

Has established a reputation as a money-maker, both in the administrative and selling ends of the business, and has the ability to handle a large proposition.

Would prefer connecting with a house in which an interest could be acquired.

Inquiries strictly confidential.

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The National Provisioner
New York

Chicago Section

Eggs are best in their infancy, and wine in its old age.

Most fellows who live by their wits rarely look prosperous.

Wouldn't it surprise you to see Billy Lormer "come back"?

What is an opera length stocking, anyhow? Ask the opera-tor.

The donkey seems to have come into his own at Springfield.

The 17th of March will try some of 'em out O. K. More paving material for Hades on that day.

John Hays Hammond's record would suggest his ability to start something rather than stop anything.

Even a goat knows the rear end of an admiral. The goat doesn't care even if he is canned. Canned butter—haw! haw!

What Chicago needs worst of all is a few real detectives and some good active plainclothes policemen. That subway thing will keep.

Now that Woodrow has asked the captains, colonels and majors of industry to help him tote the responsibility they ought to feel better.

When "Prexy" got through talking to the Chicago Commercial Club they didn't have to ask each other afterward: "What did he say, anyhow?"

"Does Macpherson get drunk, Sandy?" asked McKillip. "Weel, if ye maun ken, Mac, the last time I was wi' 'im he got sae drunk I cudna see 'im."

If you have anything worth while, advertise it. Let 'em know you have it. The trade buys millions of dollars worth of all kinds of material all the time.

Stimson need not worry. Chicago people are not so crazy for water as he may think they are. Where does his claim to the lake come in, anyhow?

The garment workers can stay out on strike forever, as far as the women folks are concerned, most of whom need less clothes every year, evidently.

There is to be an exodus of brokers in packinghouse products from the Postal Tele-

graph building to a new building on La Salle street about February 1.

Guessing is always good. There are as good subjects: Woodrow, the wheat and provision market, where T. R. will bust through the fence next, and so on and on.

A little thing like an elevated train falling into the street is trifling and natural. The surprising thing is how the trains manage to stay on the track at all.

The Consumers' Company will take over the City Fuel and Knickerbocker Ice Companies, capital \$11,000,000. Now the Consumers' will just about consume the consumers!

The Morris & Company livestock purchasing staff thoroughly enjoyed the dinner and entertainment given them by Edward Morris at the Saddle and Sirloin Club on January 18.

Chicago's pedestrian population is beginning to look with suspicion on all occupants and chauffeurs of automobiles. Don't know whether they are honest citizens or robbers.

Papa Dunne, Governor-elect of Illinois, knows what it means to "buck the tiger" now, and ought to profit by it. Tiger taming is interesting business, betcha, but it can be did.

The skirt who has been going around recently with her "soul for sale" tried to get on the floor of the Board of Trade the other day, but the rude doorkeeper shooed her away.

When a duck lays an egg, it waddles off as if nothing had happened. When a hen lays one there's a hellova noise. The hen advertises, hence the demand for hens' eggs—not ducks'.

Lessee! Who was it used to say: "To the hot place with the public!" or "The public be darned!" The public neither went to that place, nor is it "darned." Just making use of the parcels post, that's all.

Fred T. Fuller, formerly vice-president of the National Packing Co., is now associated with the Peoria Packing Company, Peoria,

Ill. Mr. Fuller has earned the enviable reputation of being one of the brightest stars in the business.

Condemned hogs run about 48 per cent. grease and 9 per cent. tannage, at 7½c. and 1c. per pound, respectively. Hence a hog weighing 200 pounds, at 7½c., costs the packer \$15, on which if condemned he realizes less than \$6.50. Fine business!

Civilization looks like a frost in Chicago. Policemen going about armed with clubs, revolvers, rifles and black jacks, and evidently as many thugs likewise armed. The only person not allowed to go about armed is the decent citizen, who is supposed to be robbed and either beaten badly or killed.

Representative Henry Bernbrock, of Waterloo, Iowa, proposes to introduce a bill making it illegal to "dock" undesirable hogs, for the reason, he asserts, that the packers sell the product of the "docked" hog at the same price as first quality hog product. He is a laundryman, so that lets him out on knowledge of the merits of the case!

By way of variation, why not have the packers sue Uncle Sam for loss on condemned animals, inasmuch as he is party to the barefaced robbery perpetrated by the shippers of livestock who sell the packers diseased animals at healthy animal price, and then Uncle Sam condemns them. Looks like a cinch for the packers winning such a suit.

Old-timers in the Yards tell the following: When John Roberts was installed as messenger for Henry Denny & Sons, his first important message to carry was from Mr. Denny to Mr. Foster, hog buyer, and read as follows: "Buy 500 hogs. Act cautiously. Do not excite the market, and take no females." The run on this particular day was 65,000.

Apropos of hogs, a story is related of a certain railroad official who spends a few weeks each summer on a farm. The owner had a hog lot near the house, and when the wind was off'n the hog lot the smell was fierce. As the time approached for the railroad man to take his annual trip, he wrote the farmer that the hog lot would have to be moved—or the hogs, rather. Si wrote back as follows: "Come right along. There ain't bin a hog on the place since you wuz here last summer."

DAVID I. DAVIS & CO.
PACKING HOUSE EXPERTS
Manhattan Building, CHICAGO, ILL.
Designers of Packing Plants
Cold Storage and Warehouses

G. M. BRILL. F. A. LINDBERG. H. C. GARDNER.
BRILL & GARDNER
ENGINEERS
Mechanical, Electrical Architectural
Specialties: Packing Plants Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

PRINTED PARCHMENT WRAPPERS

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THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio

MERIT!!!

That is what makes our

SUPREME ANHYDROUS AMMONIA

tower way above all others.

It is a product of which we are justly proud.

Did you ever hear of anyone change after once using

ANHYDROUS **SUPREME** AMMONIA

"EVERY OUNCE ENERGIZES"

Drop a line for a demonstration.

Supreme Means { Less Power—Less Coal—Less Expense.
More Refrigeration—More Satisfaction—More Efficiency.

NEW YORK

MORRIS & COMPANY

CHICAGO
U. S. YARDS

WHY SELL YOUR TANKAGE and BONE UNGROUND?

GET FULL VALUE FOR THESE PRODUCTS

—A—

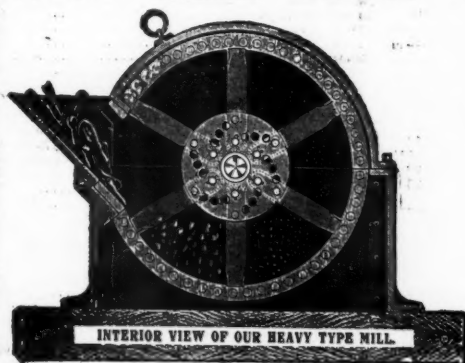
WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS
HIGHEST VALUE

Also Grinds Shells, Cracklings, Etc., for Poultry Food

Manufactured and Licensed under 87 separate and distinct Patents

WRITE FOR BULLETIN No. 9



1,700 MACHINES NOW IN USE.

THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO
SAN FRANCISCO OFFICE: 347 Mondnock Bldg.

GEO. J. ROESCH, President.

HARRY G. ULMAN, Secretary.

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CONSOLIDATED DRESSED BEEF COMPANY

PHILADELPHIA

Dressed Beef Packers and Exporters

Beef Casings, Dried Blood, Fertilizers, Oleo Oils, Stearines, Prime Tallow and Selected Hides

Orders for Car Load Lots Solicited

Highest Prices Paid for Suet, Shop Fat, Long Fat, Hides, etc.

Stock Yards, 30th & Race Sts.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 13.....	29,027	1,468	47,730	25,735
Tuesday, Jan. 14.....	8,100	1,924	22,714	29,151
Wednesday, Jan. 15.....	18,080	1,958	25,481	31,976
Thursday, Jan. 16.....	6,298	1,306	21,473	13,349
Friday, Jan. 17.....	1,930	6,946	20,365	3,104
Saturday, Jan. 18.....	392	28	10,983	456
Total last week.....	63,827	6,974	148,756	103,771
Previous week.....	58,367	6,802	188,552	125,138
Cor. week, 1912.....	57,418	7,692	178,404	121,617
Cor. week, 1911.....	78,437	9,300	153,396	109,054

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 13.....	6,033	140	9,571	2,845
Tuesday, Jan. 14.....	3,063	118	4,896	4,217
Wednesday, Jan. 15.....	5,233	261	5,916	3,359
Thursday, Jan. 16.....	4,821	60	4,359	3,799
Friday, Jan. 17.....	3,832	83	3,436	913
Saturday, Jan. 18.....	786	...	3,382	...
Total last week.....	23,788	602	31,560	15,133
Previous week.....	19,317	856	36,494	20,226
Cor. week, 1912.....	20,738	1,014	16,441	15,711
Cor. week, 1911.....	34,511	935	40,684	8,006

CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Jan. 18, 1913.....	146,353	432,382	290,711
Same period, 1912.....	173,816	481,588	378,054

Combined receipts of hogs at eleven points:

Week ending Jan. 18, 1913.....	541,000
Previous week.....	596,000
Year ago.....	751,000
Two years ago.....	402,000
Total year to date.....	1,435,000
Same period, 1912.....	2,036,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Jan. 18, 1913.....	160,300	382,100	238,500
Week ago.....	150,000	433,000	242,900
Year ago.....	150,800	577,200	228,600
Two years ago.....	177,800	347,700	219,900
Totals, 1913, to date.....	365,000	1,022,000	584,000
Totals, 1912, to date.....	448,000	1,474,000	736,000

CHICAGO PACKERS' HOG SLAUGHTER.

	Week ending Jan. 18, 1913:
Armour & Co.....	24,400
Swift & Co.....	15,300
S. & S. Co.....	14,300
Morris & Co.....	9,600
Anglo-American.....	6,300
Boyd-Lunham.....	6,800
Hammond Co.....	8,100
Western P. Co.....	8,900
Roberts & Oake.....	4,900
Miller & Hart.....	3,400
Independent P. Co.....	6,900
Brennan P. Co.....	4,000
Others.....	13,100

Totals.....	126,000
Previous week.....	160,300
1912.....	182,200
1913.....	123,100
Total year to date.....	374,000
Same period last year.....	474,000

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$7.85	\$7.38	\$5.50	\$8.75
Previous week.....	8.00	7.43	5.25	8.70
Cor. week, 1912.....	6.90	6.29	4.40	6.60
Cor. week, 1911.....	6.15	7.97	4.30	6.25
Cor. week, 1910.....	6.10	8.00	5.55	8.35

CATTLE.

Good to choice steers.....	\$8.25@ 9.25
Fair to good steers.....	7.25@ 8.25
Common to fair heifers.....	6.00@ 7.25
Inferior killers.....	5.50@ 6.50
Canner bulks.....	2.50@ 4.00
Fair to choice vealers.....	9.25@ 10.75
Heavy calves.....	8.25@ 9.00
Feeding steers.....	6.25@ 7.50
Stockers.....	4.75@ 6.25
Medium to good beef cows.....	4.25@ 5.50
Fair to choice heifers.....	5.00@ 6.50
Good to choice cows.....	5.50@ 6.25
Common to good cutters.....	3.00@ 4.00

Inferior to good canners.....	2.50@ 3.25
Bologna bulls.....	5.50@ 5.75
Butcher bulls.....	6.25@ 7.00

HOGS.

Good to prime heavy.....	\$7.50@ 7.65
Fair to good packing.....	7.50@ 7.65
Rough heavy packing.....	7.30@ 7.40
Light mixed, 120@200 lbs.....	7.35@ 7.45
Choice light, 170@200 lbs.....	7.40@ 7.60
Pigs, 110 lbs. and under.....	6.25@ 7.00
Pigs, 110@140 lbs.....	7.00@ 7.30
Boars, according to weight.....	4.00@ 4.50
*Stags, according to weight.....	7.00@ 8.00

*All stags subject to 50 lbs. dockage.

SHEEP.

Fed yearlings.....	\$7.25@ 8.25
Native lambs.....	8.25@ 9.15
Fed lambs.....	8.25@ 9.00
Native yearlings.....	6.50@ 7.85
Feeding lambs.....	6.00@ 7.25
Breeding ewes.....	4.00@ 5.00
Good to choice wethers.....	5.25@ 6.35
Good to choice ewes.....	4.75@ 5.35

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, JANUARY 18, 1913.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	\$18.50	\$18.52½	\$18.50	\$18.50
May.....	18.77½	18.85	18.72½	18.72½
LARD—(Per 100 lbs.)—				
January.....	9.97½	10.00	9.97½	9.97½
May.....	10.12½	10.17½	10.07½	10.10
July.....	10.15	10.20	10.12½	10.15
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.85	9.95	9.90	9.92½
May.....	10.05	10.10	10.02½	10.05
July.....	10.15	10.15	10.07½	10.10

MONDAY, JANUARY 20, 1913.

PORK—(Per bbl.)—				
January.....	18.55	18.60	18.55	18.60
May.....	18.75	18.85	18.75	18.80
LARD—(Per 100 lbs.)—				
January.....	10.10	10.00	10.10	10.15
May.....	10.12½	10.22½	10.12½	10.15
July.....	10.20	10.25	10.17½	10.22½
September.....	10.20	10.27½	10.20	10.27½
RIBS—(Boxed, 25c. more than loose)—				
January.....	10.10	10.20	10.10	10.15
May.....	10.10	10.20	10.10	10.15
July.....	10.17½	10.20	10.17½	10.17½

TUESDAY, JANUARY 21, 1913.

PORK—(Per bbl.)—				
January.....	18.55	18.60	18.55	18.55
May.....	18.90	18.90	18.80	18.87½
LARD—(Per 100 lbs.)—				
January.....	10.12½	10.12½	10.10	10.10
May.....	10.20	10.20	10.15	10.17½
July.....	10.20	10.20	10.15	10.17½
September.....	10.25	10.25	10.20	10.22½
RIBS—(Boxed, 25c. more than loose)—				
January.....	10.10	10.12½	10.10	10.12½
May.....	10.10	10.12½	10.10	10.12½
July.....	10.10	10.02½	10.10	10.12½

WEDNESDAY, JANUARY 22, 1913.

PORK—(Per bbl.)—				
January.....	18.55	18.62½	18.55	18.57½
May.....	18.80	18.95	18.80	18.90
LARD—(Per 100 lbs.)—				
January.....	10.12½	10.17½	10.10	10.10
May.....	10.12½	10.20	10.12½	10.20
July.....	10.17½	10.25	10.17½	10.25
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.97½	10.07½	9.97½	10.07½
May.....	10.10	10.15	10.07½	10.15
July.....	10.07½	10.12½	10.07½	10.12½

THURSDAY, JANUARY 23, 1913.

PORK—(Per bbl.)—				
January.....	18.55	18.62½	18.55	18.57½
May.....	18.80	18.95	18.80	18.90
LARD—(Per 100 lbs.)—				
January.....	10.12½	10.17½	10.10	10.10
May.....	10.12½	10.20	10.12½	10.20
July.....	10.17½	10.25	10.17½	10.25
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.97½	10.07½	9.97½	10.07½
May.....	10.10	10.15	10.07½	10.15
July.....	10.07½	10.12½	10.07½	10.12½

July.....	10.15	10.17½	10.15	10.17½
September.....	10.15	10.17½	10.15	10.17½

RIBS—(Boxed, 25c. more than loose)—

January.....	10.10	10.12½	10.10	10.10
May.....	10.10	10.12½	10.10	10.10
July.....	10.10	10.12½	10.10	10.10

FRIDAY, JANUARY 24, 1913.

PORK—(Per bbl.)—				
January.....	18.60	18.75	18.60	18.70
May.....	18.82½	19.05	18.82½	19.02½

LARD—(Per 100 lbs.)—				
January.....	10.07½	10.20	10.07½	10.17
May.....	10.12	10.27½	10.12	10.20

RIBS—(Boxed, 25c. more than loose)—				
January.....	10.12½	10.22½	10.10	10.12½
May.....	10.12½	10.22½	10.10	10.20

†Bid. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	22	@ 28
Native Sirloin Steaks.....	20	@ 28
Native Porterhouse Steaks.....	25	@ 35
Native Pot Roasts.....	16	@ 18
Rib Roasts from light cattle.....	14	@ 16
Beef Stew.....	12½	@ 15
Boneless Corned Briskets, Native.....	16	@ 18
Corned Rumps, Native.....	16	@ 18
Corned Ribs.....	10	@ 12½
Corned Flanks.....	10	@ 12½
Round Steaks.....	16	@ 22
Round Roasts.....	14	@ 16
Shoulder Steaks.....	16	@ 18
Shoulder Roasts.....	15	@ 18
Shoulder Neck End, Trimmed.....	12½	@ 16
Rollad Roast.....	16	@ 18

Lamb.

Hind Quarters, fancy.....	20	@ 20
Fore Quarters, fancy.....	14	@ 14
Legs, fancy.....	22	@ 22
Stew.....	10	@ 10
Chops, shoulder, per lb.....	14	@ 14
Chops, rib and loin, per lb.....	30	@ 30
Chops, Frenched, each.....	12½	@ 12½

Mutton.

Legs.....	14	@ 14
Stew.....	7	@ 7
Shoulders.....	12½	@ 12½
Hind Quarters.....	11	@ 11
Fore Quarters.....	8	@ 8
Rib and Loin Chops.....	16	@ 16
Shoulder Chops.....	12½	@ 12½

Pork.

Pork Loin.....	14	@ 14
Pork Chops.....	16	@ 16
Pork Shoulders.....	14	@ 14
Pork Tenderloins.....	40	@ 40
Pork Butts.....	15	@ 15
Spare Ribs.....	12½	@ 12½
Hocks.....	11	@ 11
Pigs' Heads.....	8	@ 8
Leaf Lard.....	15	@ 15

Veal.

Hind Quarters.....	15	@ 22
Fore Quarters.....	14	@ 15
Legs.....	20	@ 24
Breasts.....	16	@ 16
Shoulders.....	18	@ 20
Cutlets.....	20	@ 20
Rib and Loin Chops.....	25	@ 25

Butchers' Offal.

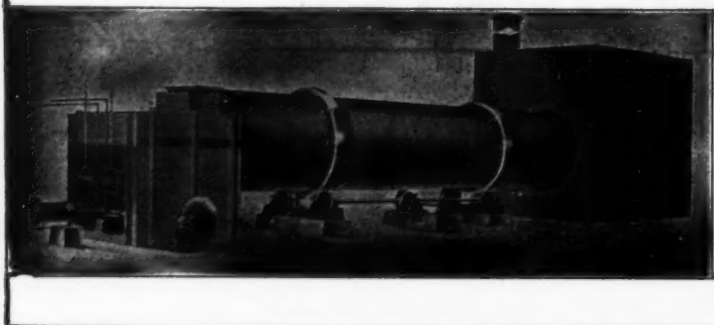
Suet.....	8½	@ 8½
Tallow.....	4½	@ 4½
Bones, per cwt.....	100	@ 100
Calveskins, 8 to 15 lbs.....	20	@ 20
Calveskins, under 8 lbs. (deacon's).....	25	@ 25
Kips.....	19	@ 19

AUTOMATIC
IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., . . . New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	14½ @ 15
Good native steers	@ 14
Native steers, medium	12½ @ 12½
Helpers, good	11½ @ 12
Cows	9½ @ 10½
Hind Quarters, choice	@ 15
Fore Quarters, choice	@ 10½

Beef Cuts.

Cow Chucks	8¼ @ 9
Steer Chucks	@ 10½
Boneless Chucks	@ 8½
Medium Plates	@ 8
Steer Plates	@ 8½
Cow Rounds	8½ @ 12½
Steer Rounds	@ 11½
Cow Loins	11½ @ 14
Steer Loins, Heavy	@ 24
Beef Tenderloins, No. 1	@ 30
Beef Tenderloins, No. 2	@ 28
Strip Loins	@ 10
Sirloin Butts	@ 14
Shoulder Clods	@ 11
Rolls	@ 14
Rump Butts	@ 12
Trimnings	10 @ 7½
Shank	@ 5
Cow Ribs, Common, Light	9 @ 11
Cow Ribs, Heavy	@ 13½
Steer Ribs, Light	@ 17
Steer Ribs, Heavy	@ 19½
Loin Ends, steer, native	@ 16½
Loin Ends, cow	@ 14
Hanging Tenderloins	@ 8
Plank Steak	@ 13½
Hind Shanks	@ 4½

Beef Offal.

Brains, each	@ 8
Hearts	7 @ 7½
Tongues	@ 17½
Sweetbreads	@ 30
Ox Tail, per lb.	@ 8
Fresh Tripe, plain	@ 3½
Fresh Tripe, H. C.	@ 5½
Brains	@ 8
Kidneys, each	6 @ 8

Veal.

Heavy Carcass, Veal	11 @ 14
Light Carcass	@ 14½
Good Carcass	@ 16
Good Saddles	@ 17
Medium Racks	@ 12
Good Racks	@ 14

Veal Offal.

Brains, each	6 @ 8
Sweetbreads	@ 65
Plucks	@ 65
Heads, each	20 @ 25

Lambs.

Good Caul	@ 14
Round Dressed Lambs	@ 16½
Saddles, Caul	@ 17
R. D. Lamb Racks	@ 10½
Caul Lamb Racks	@ 10
R. D. Lamb Saddles	@ 19
Lamb Pries, per pair	@ 10
Lamb Tongues, each	@ 4
Lamb Kidneys, each	@ 14

Mutton.

Medium Sheep	@ 10
Good Sheep	@ 10½
Medium Saddles	@ 12
Good Saddles	@ 16
Good Racks	@ 7
Medium Racks	@ 6
Mutton Legs	@ 15
Mutton Loins	@ 7
Mutton Stew	@ 6
Sheep Tongues, each	@ 2½
Sheep Heads, each	@ 10

Fresh Pork, Etc.

Dressed Hogs	@ 11½
Pork Loins	@ 12½
Leaf Lard	@ 11
Tenderloins	@ 30
Spare Ribs	@ 10½
Butts	@ 11½
Hocks	@ 8½
Trimnings	@ 8½
Extra Lean Trimnings	@ 9
Tails	@ 7½
Snouts	@ 6
Pigs' Feet	@ 3½
Pigs' Heads	@ 5½
Blade Bones	@ 8
Blade Meat	@ 8½
Cheek Meat	@ 7½
Hog livers, per lb.	3½ @ 4
Neck Bones	@ 3
Skinless Shoulders	@ 10½
Pork Hearts	@ 6
Pork Kidneys, per lb.	4 @ 5
Pork Tongues	@ 11½
Slop Bones	@ 5
Tail Bones	6 @ 6½
Brains	@ 8
Backfat	@ 10½
Hams	@ 18½
Calas	@ 12
Bellies	@ 14½
Shoulders	@ 10½

SAUSAGE.

Columbia Cloth Bologna	@ 11
Bologna, large, long, round, in casings	@ 10

Choice Bologna	@ 12½
Frankfurters	@ 12
Blood, Liver and Headcheese	@ 10
Tongue	@ 14½
Minced Sausage	@ 13
Luncheon Sausage, cloth paraffine	@ 17½
New England Sausage	@ 17
Compressed Luncheon Sausage	@ 16
Special Compressed Ham	@ 18
Berliner Sausage	@ 14½
Boneless Butts in casings	@ 23
Oxford Butts in casings	@ 19
Polish Sausage	@ 12
Garlic Sausage	@ 12½
Country Smoked Sausage	@ 14
Farm Sausage	@ 16
Pork Sausage, bulk or link	@ 11
Pork Sausage, short link	@ 11½
Boneless Pigs' Feet	@ 9½
Luncheon Roll	@ 15
Hams, Bologna	@ 14½
Jellied Roll	@ 19½

Summer Sausage.

Best Summer, H. C. (old)	@ 24
German Salami (new)	@ 21½
Italian Salami	@ 23½
Holsteiner	@ 16½
Mettwurst, New	@ 1
Farmer	@ 18½

Sausage in Oil.

Smoked Sausage, 1-50	\$8.00
Smoked Sausage, 2-20	5.50
Bologna, 1-50	5.50
Bologna, 2-20	5.00
Frankfurt, 1-50	6.00
Frankfurt, 2-20	5.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$10.00
Pickled Plain Tripe, in 200-lb. barrels	7.25
Pickled H. C. Tripe, in 200-lb. barrels	8.50
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pigs' Snouts, in 200-lb. barrels	15.50
Lamb Tongues, Short Cut, barrels	34.50

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz. \$2.20
2 lbs., 1 or 2 doz. to case	4.20
6 lbs., 1 doz. to case	16.25
14 lbs., ½ doz. to case	36.00

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	Per doz. \$3.25
4-oz. jars, 1 doz. in box	8.25
8-oz. jars, ½ doz. in box	11.50
16-oz. jars, ¼ doz. in box	22.50
2, 5 and 10-lb. tins	\$1.50 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	— @
Plate Beef	@ 19.00
Prime Mess Beef	— @
Extra Mess Beef	— @
Reef Hams (220 lbs. to bbl.)	— @
Rump Butts	@ 19.00
Mess Pork, new	@ 18.50
Clear Fat Backs	@ 21.50
Family Back Pork	@ 22.00
Bean Pork	@ 17.50

LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 11½
Pure lard	@ 10½
Lard, substitutes, tes.	@ 8½
Lard, compound	@ 8
Cooking oil, per gal., in barrels	@ 5
Barrels, ¼ c. over tierces; half barrels, ¼ c. over tierces; tubs and pails, 10- to 80 lbs., ¾ to 1 c. over tierces.	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15½ @ 19½
Cooks' and bakers' shortening, tubs	13 @ 14

DRY SALT MEATS.

(Boxed. Loose are ¼ c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 13
Clear Bellies, 18 @ 20 avg.	@ 12½
Rib Bellies, 18 @ 20 avg.	@ 12½
Fat Backs, 12 @ 14 avg.	@ 10½
Regular Plates	@ 10½
Butts	@ 9½
Bacon meats, ¼ c. to 1 c. more.	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 16½
Hams, 16 lbs., avg.	@ 16
Skinless Hams	@ 16½
Calas, 4 @ 6 lbs., avg.	@ 12
Calas, 6 @ 12 lbs., avg.	@ 11½
New York Shoulders, 8 @ 12 lbs., avg.	@ 13
Breakfast Bacon, fancy	@ 22
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@ 16
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@ 17
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 20½
Dried Beef Sets	@ 23½
Dried Beef Inside	@ 22½
Dried Beef Knuckles	@ 22½
Dried Beef Outside	@ 19
Regular Rolled Hams	@ 22½
Smoked Rolled Hams	@ 23
Rolls Calas	@ 19
Cooked Loin Rolls	@ 19
Cooked Rolled Shoulders	@ 26

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 18
Export Rounds	@ 28
Middles, per set	@ 10
Beef bungs, per piece	@ 10½
Beef wessands	@ 7½
Beef bladders, medium	@ 35
Beef bladders, small, per doz.	@ 45
Hog casings, free of salt	@ 70
Hog middles, per set	@ 12
Hog bungs, export	— @
Hog bungs, large mediums	@ 10
Hog bungs, prime	@ 7
Hog bungs, narrow	@ 5
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 70
Imported medium sheep casings	@ 60
Hog stomachs, per piece	@ 4

FERTILIZERS.

Dried blood, per unit	2.62 @ 2.65
Hoof meal, per unit	2.35 @ 2.45
Concentrated tankage	2.30 @ 2.35
Ground tankage, 12%	@ 2.45 and 10c.
Ground tankage, 11%	@ 2.45 and 10c.
Ground tankage, 8 and 25%	@ 2.35 and 10c.
Crushed tankage, 9 and 20%	@ 2.25 and 10c.
Ground tankage, 6½ and 30%	18.00 @ 18.50
Ground rawbone, per ton	24.00 @ 25.00
Ground steam bone, per ton	18.00 @ 19.00
Unground tankage, per ton less than ground	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	250.00 @ 275.00
Horns, black, per ton	24.50 @ 28.50
Horns, striped, per ton	35.00 @ 38.00
Horns, white, per ton	60.00 @ 65.00
Flat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 38-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton	80.00 @ 90.00
Skulls, jaws and knuckles, per ton	27.00 @ 28.50

LARD.

Prime steam, cash	@ 10.12½
Prime steam, loose	@ 9.70
Leaf	@ 10¼
Compound	7½ @ 7½
Neutral lard	11½ @ 12

STEARINES.

Prime oleo	9½ @ 10
Oleo, No. 2	9 @ 9½
Mutton	@ 9½
Tallow	8 @ 8½
Grease, yellow	5½ @ 5½
Grease, A white	6½ @ 6½

OILS.

Lard oil, extra, winter strained, tierces	.72 @ 74
Extra lard oil	.68 @ 68
Extra No. 1 lard oil	.52 @ 54
No. 1 lard oil	.54 @ 54
No. 2 lard oil	.50 @ 52
Oleo oil, extra	.13 @ 13½
Oleo oil, No. 2	.12½ @ 12½
Oleo stock	.11½ @ 11½
Neatsfoot oil, pure, bbls.	.66 @ 72
Acidless tallow oils, bbls.	.60 @ 61
Corn oil, loose	4.65 @ 4.70
Horse oil	6½ @ 6½

TALLOW.

Edible	7½ @ 7½
Prime city	7½ @ 7½
No. 1 Country	6½ @ 6½
Packers' Prime	6½ @ 7
Packers' No. 1	6½ @ 6½
Packers' No. 2	5½ @ 5½
Renderers' No. 1	5½ @ 6

GREASES.

White, choice	7 @ 7½
White, "A"	6½ @ 6½
White, "B"	5½ @ 6
Bone	5½ @ 5½
Crackling	5½ @ 5½
Heckle	5½ @ 5½
Yellow	5½ @ 5½
Brown	4½ @ 4½
Glue Stock	5½ @ 5½
Garbage grease	3½ @ 3½
Glycerine, C. P.	@ 18½
Glycerine, dynamite	17½ @ 18
Glycerine, crude soap	12½ @ 12½
Glycerine, candle	14 @ 14½

COTTONSEED OILS.

P. S. Y., loose	43½ @ 44
P. S. Y., soap grade	42½ @ 43
Soap stock, bbls., common	23 @ 24
Soap stock, loose, reg., 50% r. f. a.	1.25 @ 1.35

COOPERAGE.

Ash pork barrels	97½ @ 1.00
Oak pork barrels	1.07 @ 1.10
Lard tierces	1.30 @ 1.32

CURING MATERIALS.

Refined saltpetre	5½ @ 6½
Boric acid, crystal to powdered	7 @ 7½
Borax	4 @ 4½
Sugar—	
White, clarified	@ 4½
Plantation, granulated	@ 5
Yellow, clarified	@ 4½
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lot, per ton	3.25
Cashier salt, bbls., 280 lbs. 2x3x	1.40

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, January 22.

Monday's run of 25,895 cattle was not out of line for the time of the year, but was somewhat heavier than expected in view of last week's severe slump in the market, and the trade again ruled very slow and draggy, with values showing a further decline of 10 @15c. on everything except a few tidy-weight, well-fatted cattle, and the range in values is gradually growing narrower, extreme top on Monday being \$9.10, with very few cattle here good enough to sell above \$8.50. Tuesday's run of 5,341 cattle was augmented by numerous hold-overs that did not arrive in time for Monday's trade, and the market ruled very slow and uncertain, and showed a weaker tendency in anticipation of rather liberal mid-week receipts. Wednesday's run of 14,500 cattle was a fairly moderate mid-week supply, and under ordinary conditions would have resulted in a little upturn in the trade, but the beef market has been over-supplied of late, and any slight let-up in the receipts merely relieves in a mild way the congested beef channels.

Values of butcher stuff have undergone a downward revision in sympathy with the recent severe decline in the steer trade, and everything but canners and cutters shows 25 @40c. decline, as compared with the high time in the trade 10 days ago. This week's market opened slow and lower on choice "she" stuff, while canners and cutters met with ready acceptance. Tuesday's trade ruled steady, and with a moderate run of 14,000 cattle on Wednesday the market was active and strong and 10@15c. higher on choice stuff.

Receipts of hogs on Wednesday were 42,000. While quite liberal, it is not at all heavy for this time of year. Market ruled 5@10c. lower, bulk of the good to choice butchers selling around \$7.50, with the top at \$7.55, fair to good light selling, \$7.40@7.50; heavy mixed, that is, loads containing big sows going at \$7.35@7.45. Heavy sows in poor demand and selling in small lots at \$7@7.25, according to fat and quality; in fact, big weights, no matter how good, are going at a discount now. Very little demand for anything weighing much over 300 lbs. no matter how fine. Pigs selling largely at \$6.50 @7.25.

With a brisk start at the opening of the week and a booming market for two days the trade in sheep and lambs about followed in last week's channel, today (Wednesday) showing marked weakness, the same as Wednesday of last week. While prices have reached the highest point ever recorded at this season of the year the market is, if anything, more treacherous than it ever has been during this month. We quote: Good to prime wethers, \$6.25@6.50; fair to best lambs, \$9@9.35; poor to medium lambs, \$8@8.75; culls, \$6.50@7.50; fat light yearlings, \$8.10@8.30; heavy yearlings, \$7.50@8; good to prime ewes, \$5.25@5.50; choice light ewes, \$5.60@5.75; yearling ewes, \$6.50@7.50.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., January 22.

The receipts of native cattle for the week ending today amount to 13,000 head. The general condition of the beef steer trade this week has been draggy, and is quoted today at about 35c. lower than this time last week. The best price paid during the week was \$8.10 on some fair quality 1,250-lb. steers. We have had none good enough to go over the \$8 mark since that sale, which was made last Thursday. The market yesterday strengthened up somewhat, and is quoted to-

day as fully steady with the advance. Choice to prime steers would probably bring \$9 or better; good to choice, \$8.25@9; common and medium grades to good, \$6.25@8; common light weights, \$5@6.75; choice to prime yearlings, \$8.25@9; good to choice yearlings, \$7.25@8; fair to good yearlings, \$6.50@7; choice heifers, \$7.50@8.25; good to choice heifers, \$6.25@7.25; common and medium to good heifers, \$4.25@6.25; fancy cows, \$6.50@7.50; good to choice cows, \$5.25@6.25; medium grades, \$4.50@5; canners and cutters, \$3.80 @4.50; fancy heavy bulls, \$6@7.10; good bulls, \$5.25@5.75; sausage bulls, \$4@5.

In the Southern division the receipts were 8,000 head, and other than slight fluctuations the market has been fully steady for the entire week.

The receipts of hogs for the week amount to 62,000 head. The market has been a very even affair for the entire period. The top today is \$7.55, as compared with \$7.50 a week ago, and the highest top of the week was only 15c. more than this when a top of \$7.70 was made yesterday. Quality considered, the market can be called about steady for the week. While some good hogs are arriving, there are not very many of the strictly choice grades; there are plenty of the medium to good sort. The quotations are as follows: Mixed and butchers, \$7.35@7.55; good heavy, \$7.45@7.55; rough, \$7@7.20; lights, \$7.35@7.55; pigs, \$6.50@7.15.

The run of sheep this week has been light, only about 17,000 head comprising the receipts. The market, particularly on the good sort both in lambs and in mutton sheep, has a higher tendency. Native lambs have reached \$9.25, and Colorado lambs brought \$9.35 yesterday. Missouri fed yearlings weighing 82 lbs. brought \$8.60 yesterday. This is the highest price paid this season for yearlings, and is said by some to be the highest price ever paid on this market on yearlings in January. This band was fat and strictly choice. Generally the market is quoted at 15@25c., and in some instances 40c., higher than this time last week. The following are the quotations: Muttons, \$5@6.50; ewes, \$4.25@5; yearlings, \$7@8.60; lambs, \$7@9.35.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, January 21.

A run of 12,000 cattle here today was ample for all requirements, particularly as stock cattle and feeders are not meeting the ready sale this week they have enjoyed heretofore. Killers are good buyers this week, but without the support of country buyers on half-fat steers salesmen were powerless to prevent the removal of the small amount of bloom acquired by beef steers yesterday. Killing grades are selling about like the close of last week, good stock cattle and feeders 15@25c. lower than last week, which was the high spot of the winter on them; common ones, 20@35c. lower. Top native fed steers here this week brought \$8.25, bulk at \$7@8. Ten ears of meal-fed Southern steers weighing 1,147 lbs. brought \$7.15 here today, other Southern weighing 850 to 1,000 lbs. at \$6.50 @6.85, and some common light steers around \$5.65; Southern cows and heifers \$5.25@5.90; native cows up to \$6.75.

Hogs arrived today to the number of 22,000 head, and the market was steady. A number of loads brought the top price, \$7.45, including two cars from central Missouri. Packers have not been able to store any pork products worth mentioning this winter, hence they will be good buyers of live animals all winter, and it is hard to discover any ground for predicting lower prices.

Sheep and lambs sold 10@15c. higher today, bulk of the lambs selling at \$8.75@9. The run is 6,000 head, and another day or two of similar diminutive supplies will start prices booming. The supply yesterday was 18,000 head here, and it was taken freely at strong to 10c. higher prices. Yearlings sell up to \$7.60; wethers, \$5.80; ewes, \$5.40.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, January 21.

There is no disguising the fact that cattle have experienced a severe slump during the past six weeks and the end is not yet. Receipts are running slightly short of this time last year, but apparently the packers are getting all the beef they need and the declining prices fail to check the receipts. This has been especially noticeable in the case of the good heavy cattle, while the light and handy grades are meeting with considerable favor right along. Just now it takes really choice beefs to bring over \$8 and the bulk of the fair to good 1,000 to 1,300-pound beefs sell around \$7.35@7.75. Cows and heifers have suffered fully as much as beef steers and they are selling at a range of \$3.25@7.10, the bulk of the fair to good butcher and beef stock around \$5@6. Veal calves are very firm at \$5.75@9.25 and there is a good outlet for bulls, stags, etc., at \$4.60@6.40.

The hog market shows considerable strength, developing about a 25c. advance last week. Receipts are some 52,000 short so far this month as compared with a year ago, but the quality of the offerings is improving and weights are running somewhat heavier. Good, heavy and butcher weight loads are still scarce enough to command a substantial premium right along and both local packers and shipping buyers favor them. Choice light weights, however, are selling well up toward the top and the range of prices is not as wide as it was a short time ago. Demand from all sources is healthy and the moderate supplies are usually cleaned up in good season every day. There were some 16,500 hogs here today and the market was steady to a nickel lower. Tops brought \$7.40 as against \$7.25 last Tuesday, and the bulk of the trading was at \$7.20@7.30 as compared with a bulk of \$7@7.15 one week ago.

Comparatively liberal supplies of sheep and lambs have apparently found a satisfactory demand and they are moving into consumption freely at steadily strengthening figures. Recent declines have been practically recovered and increasing competition from the feeder buyers indicates that there is a very strong undertone to the situation. The mutton grades have been selling out of line with the lambs and the feature of the trade this week has been the improved demand and firmer prices for wethers and ewes. Fat lambs are selling at a range of \$8@9; yearlings, \$7.50@8.25; wethers, \$5.50@6.25, and ewes, \$4.75@5.50.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 18, 1913:

CATTLE.	
Chicago	40,613
Kansas City	21,078
Omaha	13,243
East St. Louis	19,683
St. Joseph	12,066
Cudahy	609
Sioux City	3,643
South St. Paul	3,300
New York and Jersey City	11,370
Philadelphia	4,918
Pittsburgh	2,344
Denver	1,456
HOGS.	
Chicago	118,595
Kansas City	54,167
Omaha	49,687
East St. Louis	51,863
St. Joseph	32,974
Cudahy	21,131
Sioux City	21,297
Cedar Rapids	18,173
South St. Paul	18,546
New York and Jersey City	46,236
Philadelphia	3,352
Pittsburgh	13,735
Denver	2,920
SHEEP.	
Chicago	89,482
Kansas City	36,250
Omaha	39,765
East St. Louis	19,129
St. Joseph	11,560
Cudahy	24
Sioux City	5,173
South St. Paul	3,988
New York and Jersey City	39,263
Philadelphia	12,900
Pittsburgh	3,051
Denver	2,230

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, January 24.—Market steady; Western steam, \$10.50; Middle West, \$10.30 @10.40; city steam, 10½@10¼c.; refined, Continent, \$10.85; South American, \$11.40; Brazil, kegs, \$12.40; compound, 7½@7¼c.

Marseilles Oils.

Marseilles, December 24.—Sesame oil, fabrique, — fr.; edible, 95 fr.; copra oil, fabrique, 93 fr.; edible, 111 fr.; peanut oil, fabrique, 66½ fr.; edible, 95 fr.

Liverpool Produce Market.

Liverpool, January 24.—(By Cable).—Beef, extra India mess, —; pork, prime mess, —; shoulders, square, 59s.; New York, 56s.; picnic, 50s.; hams, long, 69s.; American cut, 69s. Bacon, Cumberland cut, 64s.; long clear, 67s.; short backs, 60s. 6d.; bellies, clear, 62s. 6d. Lard, spot prime, 52s. 9d. American refined in pails, 54s. 3d.; 2 28-lb. blocks, 52s. 3d. Lard (Hamburg), 54 marks. Tallow, prime city, 33s. 6d.; choice, 36s. 9d. Turpentine, 32s. 6d. Rosin, common, 14s. 9d. Cheese, Canadian finest white, new, 62s. Tallow, Australian (London), 33@39s. 6d.

FRIDAY'S CLOSINGS.

Provisions.

The market again showed a better tone, with prices higher on light offerings and a firm hog market.

Stearine.

The market was firm but quiet. Demand is slow, with buyers still waiting.

Tallow.

The market was quiet and steady with prices unchanged.

Cottonseed Oil.

Trading was again light but the tone was firm and prices slowly improved.

Market closed firm with offerings light. Sales, 5,300 bbls. Spot oil, \$6.25@6.35. Crude, Southeast, \$5@5.07. Closing quotations on futures: January, \$6.29@6.31; February, \$6.19@6.22; March, \$6.19@6.21; April, \$6.20@6.22; May, \$6.23@6.24; June, \$6.22@6.25; July, \$6.28@6.30; August, \$6.30@6.35; good off oil, \$6@6.11; off oil, \$5.95@6.07; red off oil, \$5.70@6.03; winter oil, \$6.30@7.30; summer white, \$6.30@7.30.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 24.—Hog market steady to a shade higher. Bulk of prices, \$7.40@7.50; light, \$7.20@7.50; mixed, \$7.25@7.50; heavy, \$7@7.52½; rough heavy, \$7.10@7.15; Yorkers, \$7.40@7.50; pigs, \$5.75@7.30. Cattle market slow and weak. Beef, \$6@9.05; cows and heifers, \$2.70@7.20; Texas steers, \$4.70@5.60; stockers and feeders, \$4.90@7.50. Westerns, \$5.50@7.20. Sheep market steady; natives, \$4.75@6.25; Westerns, \$4.85@6.25; yearlings, \$6.40@8; lambs, \$6.75@9; Western, \$6.75@9.

St. Louis, January 24.—Hogs steady, at \$7.10@7.30.

St. Louis, January 24.—Hogs steady, at \$7.35@7.55.

Cleveland, January 24.—Hogs slow, at \$7.55@7.70.

Buffalo, January 24.—Hogs opened easy, with 9,600 on sale; prices, \$7.65@7.70.

Kansas City, January 24.—Hogs steady, at \$6.25@7.40.

St. Joseph, January 24.—Hogs steady, at \$7.15@7.30.

St. Paul, January 24.—Hogs strong, at \$7.15@7.25.

Louisville, January 24.—Hogs steady, at \$7.40@7.55.

South Omaha, January 24.—Hogs slow, at \$7.10@7.35.

Indianapolis, January 24.—Hogs higher, at \$7.60@7.85.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 18, 1913, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
S. & S. Co.	7,036	14,300	9,203
Armour & Co.	6,156	24,400	21,108
Swift & Co.	6,343	15,300	16,841
Morris & Co.	4,925	9,600	6,817
Hammond & Co.	2,512	5,100	5,371
Libby, McNeill & Libby	1,245	...	...
Anglo-American	155	6,300	...
Boyd-Lunham, 6,500 hogs; Western Packing Co., 8,900 hogs; Roberts & Oake, 4,900 hogs; Miller & Hart, 3,400 hogs; Independent Packing Co., 6,300 hogs; Brennan Packing Co., 4,000 hogs; others, 13,100 hogs.			

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,662	15,068	8,236
Fowler	1,337	...	2,605
S. & S. Co.	4,304	10,277	5,345
Swift & Co.	4,856	9,549	9,729
Cudahy Packing Co.	3,814	8,068	5,297
Morris & Co.	3,540	10,135	5,023
Butchers	165	1,050	15

B. Balling, 13 cattle; Blount, 95 cattle and 1,479 hogs; Campbell Bros. Co., 15 cattle; Independent Packing Co., 395 cattle; S. Kraus, 188 cattle; Lowry, 17 hogs; John Morrell, 329 cattle; New York Butchers, 129 cattle; M. Rice, 1,732 hogs; J. B. Sims, 117 cattle; Sinclair Packing Co., 457 cattle; United Dressed Beef Co., 280 cattle.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris Packing Co.	2,220	7,469	6,517
Swift & Co.	2,168	11,723	11,118
Cudahy Packing Co.	3,911	14,577	12,818
Armour & Co.	3,745	14,778	12,810
J. W. Murphy	...	10,490	...

Morrell, 132 cattle; Lincoln Packing Co., 92 cattle; Regan Packing Co., 26 cattle; Swartz & Co., 820 hogs; South Omaha Packing Co., 43 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	4,011	6,874	3,591
Swift & Co.	3,843	6,225	5,005
Armour & Co.	3,864	7,571	6,016
St. Louis D. B. Co.	1,556	792	...
Independent Packing Co.	1,111	660	472
East Side Packing Co.	295	2,240	...
Luer Bros. Packing Co.	...	140	...
Belz Packing Co.	9	624	...
Hell Packing Co.	9	926	...
Carondelet Packing Co.	37	111	32

St. Joseph.			
	Cattle.	Hogs.	Sheep.
Swift & Co.	2,937	11,278	5,525
Morris & Co.	1,700	8,380	1,883
Hammond Packing Co.	1,615	7,012	3,521
Independent Packing Co.	50	1,824	...
United Dressed Beef Co.	388	cattle; New York Butchers, 36 cattle.	...

Sioux City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	1,728	12,037	...
Cudahy Packing Co.	1,723	14,270	...
Swift & Co.	...	3,717	...
Statter & Co.	80	66	...
Sacks Dressed Beef Co., 83 cattle; J. L. Brennan Co., 54 cattle; Blasius & Co., 24 cattle; regular dealers, 3,400 cattle; country buyers, 3,721 cattle; country shippers, 166 hogs.			

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JANUARY 20, 1913.

	Bees.	Calves.	Sheep and Lambs.	Hogs.
New York	2,544	2,672	5,380	18,600
Jersey City	3,519	1,378	18,888	22,283
Central Union	2,553	564	13,110	369
Lehigh Valley	2,754	700	1,840	...
Scattering	...	122	45	4,975
Totals	11,370	5,496	39,263	46,236
Totals last week	11,643	4,439	35,181	46,919

RECEIPTS AT CENTERS

SATURDAY, JANUARY 18, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	500	10,983	1,500
Kansas City	200	1,880	...
Omaha	9,300	9,531	...
St. Louis	700	6,000	200
St. Joseph	100	3,000	...
Sioux City	300	6,500	400
St. Paul	300	3,000	400
Oklahoma City	3,000	400	...
Fort Worth	600	400	...
Milwaukee	...	1,917	...
Denver	500	500	100
Louisville	325	1,854	...
Indianapolis	400	5,000	...
Pittsburgh	...	3,000	1,500
Cincinnati	253	2,494	187
Cleveland	60	2,000	1,000
Buffalo	150	3,200	4,000
New York	2,053	2,886	1,220

MONDAY, JANUARY 20, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	27,000	46,775	20,000
Kansas City	14,000	8,000	18,000
Omaha	5,700	7,928	14,500
St. Louis	5,000	8,478	5,500
St. Joseph	1,800	4,500	6,500
Sioux City	2,500	3,200	1,300
St. Paul	2,100	4,000	2,300
Oklahoma City	950	2,500	...
Fort Worth	2,700	10,732	...
Milwaukee	...	6,000	...
Louisville	2,500	100	...
Detroit	...	408	...
Wichita	...	2,500	...
Indianapolis	6,500	8,500	8,500
Pittsburgh	3,000	5,797	256
Cincinnati	1,989	5,500	3,600
Cleveland	1,300	4,400	14,400
Buffalo	4,400	4,193	13,545
New York	4,193	13,545	11,219

TUESDAY, JANUARY 21, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	30,052	20,000
Kansas City	12,000	20,809	6,000
Omaha	5,400	16,239	15,000
St. Louis	4,000	9,000	3,500
St. Joseph	2,700	12,000	2,800
Sioux City	1,500	6,500	1,000
St. Paul	1,200	5,000	4,600
Oklahoma City	1,000	...	...
Fort Worth	3,000	400	250
Milwaukee	400	6,500	300
Louisville	...	973	...
Detroit	...	300	...
Cudahy	...	9,000	...
Wichita	...	786	...
Indianapolis	1,050	6,000	1,500
Pittsburgh	200	3,000	170
Cincinnati	423	3,981	1,000
Cleveland	...	1,500	4,000
Buffalo	425	4,000	3,625
New York	539	5,869	...

WEDNESDAY, JANUARY 22, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	44,005	28,000
Kansas City	7,000	15,071	12,000
Omaha	4,300	16,023	11,000
St. Louis	3,325	13,000	2,737
St. Joseph	2,400	8,300	1,500
Sioux City	1,520	6,000	1,000
St. Paul	1,000	4,000	...
Oklahoma City	1,200	1,200	5,900
Fort Worth	3,500	1,200	...
Milwaukee	25	14,133	100
Louisville	150	1,415	...
Detroit	...	1,000	...
Cudahy	...	2,000	...
Indianapolis	1,500	9,000	1,000
Pittsburgh	...	3,000	1,000
Cincinnati	600	3,500	100
Cleveland	80	4,000	600
Buffalo	250	3,000	2,000
New York	1,951	7,341	5,871

THURSDAY, JANUARY 23, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	34,000	17,000
Kansas City	4,000	11,000	3,000
Omaha	...	17,000	...
St. Louis	3,500	1,800	13,000
St. Joseph	...	9,500	...
Sioux City	...	5,500	...
St. Paul	...	3,500	...
Milwaukee	...	10,206	...
Louisville	...	2,181	...
Detroit	...	3,500	...
Cudahy	...	2,500	...
Wichita	...	2,023	...
Indianapolis	...	10,000	...
Cincinnati	370	2,891	523
Cleveland	...	4,000	...
Buffalo	200	4,500	5,000
New York	1,850	3,068	3,186

FRIDAY, JANUARY 24, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	24,000	8,000
Kansas City	1,000	6,000	3,000
Omaha	1,200	11,500	500
St. Louis	1,700	11,500	2,000
St. Joseph	500	5,000	400
Sioux City	500	4,500	...
Fort Worth	1,800	1,000	300
St. Paul	800	4,200	300
Oklahoma	900	700	...

LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending January 18, 1913, are reported by Williams & Terhune as follows:

	Per.	Cattle.	Sheep.	Beef.
From New York
From Boston
From Philadelphia
From Baltimore
From Montreal
Total
Total last week

WE CAN SAVE YOU MONEY

when building your new plant or remodeling your old one. Complete Packing Plants designed and built. Old Plants overhauled, enlarged or redesigned. Highest economy in output secured. Write us.

TAIT-NORDMEYER ENGINEERING CO.

LIGGETT BUILDING ST. LOUIS

Retail Section

LEARN TO BE A BETTER BUSINESS MAN

VI—What It Costs to Do Business

By A. M. Burroughs.*

(Continued from last week.)

How Wages Figure in Cost of Business.

In scientifically managed stores it has been found that the salaries of the clerks average around 9 per cent. of the gross sales by those clerks. The salaries of managers, book-keepers and other employees, who do not sell, run the average cost for salaries up to about 13 to 13½ per cent. of the gross sales. Rent is likely to average around 4 per cent., delivery around 1½ to 2 per cent., light and heat from 1 to 2 per cent., and so on down the list of expenses.

No merchant, as he so frequently does, should assume these percentages to be his costs. He should get his own costs from his business, considering these percentages only as standards by which to judge whether he is higher or lower than the average.

The merchant who would know his cost of doing business should classify his expenses into such accounts as will give him the information he needs.

He should install a cost system that will search out all of the expenses and enable him to know, not merely a few of the things which he pays for, but all of the things which enter into his cost of doing business.

A Sample List of Expenses.

Here is a list of the expenses used by one wide-awake merchant:

Rent—if the building is leased; depreciation or upkeep if it is owned.

Salary—of all employees, and the manager.

Delivery Expense—including repairs to wagons, harness, shoeing of horses, grease, feed, barn, rent, etc.

Light—including light in barns, etc.

Heat—including coal, fireman, etc.

Ice—for drinking fountains, refrigerators, soda fountains, etc.

Advertising—in newspapers, circulars, etc.

Printing—stationery, blank books, bill heads, etc.

Gifts—presents, donations, etc.

Telephone and telegraph tolls.

Insurance—stock, fixture, burglar, etc.

Taxes—on fixtures, stock, etc.

Interest—paid out.

Paper Bags—wrapping paper, twine, etc.

Breakage and spoilage of goods.

Repairs—on fixtures, etc.

Depreciation on merchandise.

Shrinkage of merchandise.

Depreciation on fixtures, furniture, etc.

Bad accounts.

Goods stolen from stock.

Depreciation from cost price by change of style and by the purchase of unsalable stock which makes it necessary to reduce prices.

Some merchants add freight and cartage to this list, but it should not be charged as an expense. It is a part of the original cost

of the goods and should be charged to goods and not to expense.

Rules for Figuring Costs and Profits.

These rules for figuring costs and profits are recommended by the National Association of Credit Men:

1—Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2—Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3—Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4—Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5—Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6—Charge amounts donated or subscriptions paid.

7—Charge all fixed expenses, such as taxes, insurance, water, lights, fuel, etc.

8—Charge all incidental expenses, such as drayage, postage, office supplies, livery or expenses of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9—Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10—Charge collection expense.

11—Charge any other expense not enumerated above.

12—When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

13—Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

14—Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitor as well.

[The seventh article in this series, entitled "Fixing Prices to Get a Profit," will appear in an early issue of The National Provisioner on this page.]

A SUCCESSFUL COLORED BUTCHER.

The Enterprise Market of Jacksonville, Fla., is conducted entirely by a colored man, Charles Simmons, with colored journeymen and a colored cashier, and is doing a good business. Mr. Simmons has been engaged in the butcher business for a number of years, and is a firm believer in advertising. His signs are usually headed "No Air-ship Prices." This is original with him, and he has had it copyrighted.

THE MOST UNIQUE BUTCHER SHOP.

What is probably the most unique butcher shop in the United States is located at Key West, Fla., in one small one-room cottage. The shop is about 10 feet wide and 8 feet deep, with an 8-foot ceiling. The meat block is made of the stump of a tree. A board resting on two boxes forms the bench. There is a little old poultry box two feet long and one foot wide.

This shop had in stock one recent Saturday night one forequarter of beef, weight 50 lbs.; 1 round, weight 30 lbs., and less than \$4 worth of pieces. There is a chopping machine like a child's plaything, and there are six pussy cats who eat almost as much meat a day as is sold over the counter.

The proprietor is a little dried-up Spaniard, over 70 years of age, who weighs perhaps a trifle less than his forequarter of beef. But he is happy and contented, and says he makes a nice living. His rent is \$1.50 per week. He cuts all his own meat, and when he has an order to deliver (which does happen occasionally) he locks up his store and delivers it personally. His entire weekly expense is just \$1.60, the additional 10 cents being oil for his lamps on Saturday night.

Butchers elsewhere may envy this fellow-craftsman—and then again, they may not!

"MORE TALKS BY OLD STOREKEEPER."

A new volume of "Talks" has been published by that successful old storekeeper, Tobins Jenkins, who wrote the original "Talks by the Old Storekeeper," of which over 40,000 copies have already been sold. The new book is written by the same author, Frank Farrington, and is said to be of even greater value to the merchant than its predecessor. It is a larger book, containing 256 pages and 21 full-page illustrations.

The subjects treated in the sixteen chapters are, in general: Handling Clerks, Ways in Which Retail Advertising Pays, Cash Handling Systems, Newspaper Advertising, Delivering the Goods, Manufacturers' Advertising Helps, Dress, The Traveling Man, New Competitor Opens, Customers' Points of View, How to Have Good Clerks, Getting Back Business That Has Drifted Away, Using the Windows, Securing the High Class Trade, Bargain Goods, etc. Beside these subjects there is much concerning other interesting departments of store work and management.

The price of this book is \$1. Copies may be ordered from The National Provisioner at the stated price and will be sent postpaid on receipt of order.

WANT TO FIND TONY.

The Pittsburgh Butchers' & Packers' Supply Company, Pittsburgh, Pa., would like to learn the present address of Tony Waley, who worked for Peter Felsheim, Wheeling, W. Va., about one year and a half ago. Information concerning him may be addressed to The Pittsburgh Butchers' & Packers' Supply Company, Pittsburgh, Pa.

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LOCAL AND PERSONAL.

G. Snyder has purchased the meat market of H. L. Thomas at Bloomsburg, Pa.

C. Honicon has opened a meat market at Huntington, W. Va.

Eberhardt & Schneider have succeeded Gueltig & Hotz in the meat business at Edwardsville, Ill.

Belleville Bros. have purchased the Red Front meat market at Bowling Green, O.

Fire has damaged the meat market of Mink & Son at Grand Haven, Mich.

Frank Smith has opened a meat market at Wharton, N. J.

A new market has been opened at Chambersburg, Pa., by M. K. Christ.

W. Winters will move his meat market from Fulton to Elm Grove, W. Va.

Rhoades & Day have engaged in the meat business at Athens, O.

J. W. Jordan has sold his meat market at Warrensburg, Mo., to C. T. Swain.

A new market has been opened at Warwood, W. Va., by W. Wellington.

The butcher shop of M. Rosenberg at Scranton, Pa., has been destroyed by fire.

C. Kerby has engaged in the meat business at Cuba, Ill.

H. Troxell will open a meat market at Nazareth, Pa.

The meat market of Hawler & Bartholomew at Honesdale, Pa., has been damaged by fire.

Baldwin & Roberts have sold their meat market at Cheshire, Conn., to Platt Bros.

J. Oden has purchased the business of J. Berlin at Waynesboro, Pa.

The Lingard Meat Market at Otho, Ia., has been destroyed by fire.

Chas. Kelley has purchased the butcher shop of A. C. McDonald at Monroe, Neb.

Blake & Klein, owners of the Pioneer Meat Market at Hastings, Neb., have dissolved.

George Derleth has opened a new meat market at Memphis, Neb.

B. Cowley, of DeWitt, has engaged in the meat business at Wood River, Neb.

H. Tudor has purchased the Curys meat market at Waverly, Neb.

H. Horney has engaged in the meat business at Tobias, Neb.

Kilhan & Koop have decided to engage in the meat business at St. Edwards, Neb.

William Krutz has just engaged in the meat business at Albion, Neb.

M. Henderson has purchased the Palace Meat Market at York, Neb.

T. O. Houston has purchased the meat market of M. Alexander at Geneva, Neb.

The meat and grocery establishment of Alex Anderson at Sheldahl, Ia., has been destroyed by fire.

The meat market of S. Booher at Lebanon, S. D., has been destroyed by fire.

The City Meat Market at Pratt, Kan., has been moved into the new Barnes building.

John Sandy, of Blair, Kan., has engaged in the meat and grocery business in St. Joseph, Mo.

W. A. Beaty has opened a meat market at Cheyenne, Okla.

C. R. Jones has engaged in the meat and grocery business at Blackwell, Okla.

E. V. Sleight has opened in the meat business at 115 East South street, Kalamazoo, Mich.

The Knox-Harris Packing Company has

engaged in business with a capital stock of \$15,000 at Jackson, Mich.

Warren Walker has purchased the meat and grocery business of Dean Corless at Coldwater, Mich.

T. E. Danielson has opened a meat market on the corner of Ash and Boulevard, Spokane, Wash.

Chas. Dale has taken charge of the new meat department of the Blodgett Mercantile Company at Spokane, Wash.

The Star Market Company, of Sandpoint, Idaho, is about to open a market at Bonners Ferry, Idaho.

Frank Gooch, formerly with the City Meat Market at Bonners Ferry, Ida., has engaged in business for himself.

The Dobson Meat Market at Odessa, Wash., has sustained a fire loss of about \$1,000.

Jos. Hahler has succeeded Hahler & Brauer in the management of the Central Meat Market at Sidney, Neb.

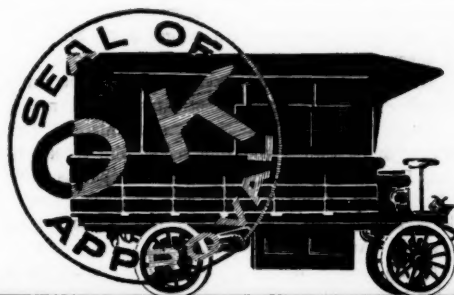
E. Silvasi has moved his meat market at Freeland, Pa., to the Petchel building.

H. F. Snyder will open a new grocery and meat store at Sunbury, Pa.

J. Peters has purchased an interest in the meat market of B. F. Yeager at Freeport, Ill.

LOUISVILLE BUTCHERS ORGANIZE.

Meat dealers of Louisville, Ky., were organized last week at a meeting addressed by Secretary John H. Schofield of the United Master Butchers of America. Officers for the ensuing year were elected as follows and installed in office: John Burger, president; William Zwigard, first vice-president; A. L. Carson, second vice-president; G. A. Brucker, recording secretary; Irwin Bloom, financial secretary; Frank Seifried, treasurer; H. H. Brucker, master-at-arms; Thomas Collins, sentinel.



The test of use has proved the economy and stability of The Electric

70% More Work Than Horses

In 5½ hours a 3½ ton truck of the Denver Gas & Electric Company travelled 24 miles to deliver 40,000 pounds of coke. This is one of 5 machines doing 70% more work for this company than their former horse equipment.

Displaces 3 Wagons and 6 Mules

Every day a 5-ton Truck in the service of the American Tobacco Co. at Durham, N. C., is doing the work of three heavy wagons and six mules—doing it better, unflinching and easily.

In Continuous Service for 7 Years

The Valley City Milling Co. of Grand Rapids, Mich., has used its hard-working 5-ton Electric Truck since 1905 as well as a 2-ton Truck of the same age. Both trucks are still in daily service and saving money for their owners.

Electrics Are Ready to Work for You

Right now you should be enjoying the satisfactory and economical service of electric trucks. You really cannot put off the investigation of their merits any longer. Upon request, we will gladly send you interesting literature about electric trucks gratis.

Public interest and private advantage both favor the Electric



ELECTRIC VEHICLE ASSOCIATION OF AMERICA

124 W. 42nd STREET

BOSTON

NEW YORK

CHICAGO

New York Section

Swift & Company's sales of fresh beef in New York City for the week ending January 18, 1913, averaged 11.06 cents per pound.

For the first time in many moons Sam Bachenheimer, the silver-top manager of the Hoehn & Mayer poultry firm of West 14th street, has taken a little well-earned vacation with his family, going to Lakewood to celebrate a wedding anniversary.

Employees of Richard Webber last week found on the outside of their pay envelopes the following printed note: "His smile and pleasant face have proved of such value to a hotel hat rack attendant of St. Louis that he has been able to buy a hotel. He says: 'Always have a smile; a sneer or a sarcastic word never helps, but always hurts your business.'—Richard Webber."

M. C. Bastian, of Arbogast & Bastian, the big packers of Allentown, Pa., accompanied by Mr. and Mrs. W. E. Jacoby, spent a few days in New York last week for the purpose of looking over the Auto Show. Mr. Bastian is one of the up-to-date business men who is a firm believer in progress, and has used motor trucks in his business for some time.

Henry Capes, a boss butcher in the Cypress Hills section for twenty-five years, and in later years superintendent of the meat department of A. L. Namm & Son, died last week at his home, 346 Lafayette avenue, where he had lived for the last thirty years. Mr. Capes, who was born in New York City 68 years ago, came to Brooklyn when he was a boy, and for forty-five years made his home in the Cypress Hills section.

Attention of the trade has been called during the week to a series of articles published in an afternoon paper making scandalous charges against certain sections of the meat industry locally. The articles are written by a notorious food faker, and neither his reputation nor the standing of the paper in which they appear entitles them to serious consideration. Those who notice them are only helping these people to advertise themselves, which is what they are after.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending January 18, 1913, by the New York City Department of Health: Meat.—Manhattan, 6,734 lbs.; Brooklyn, 12,827 lbs.; the Bronx, 426 lbs.; Queens, 40 lbs.; total, 20,027 lbs. Fish.—Manhattan, 3,058 lbs.; Bronx, 27 lbs.; total, 3,085 lbs. Poultry and game.—Manhattan, 5,017 lbs.; Brooklyn, 5 lbs.; Bronx, 40 lbs.; Queens, 37 lbs.; total, 5,099 lbs.

The latest sensational taxicab robbery was perpetrated Wednesday evening at the Rohe & Brother plant on West 36th street, when six men drove up to the place, entered with

drawn revolvers, held up a collector and a route foreman and took \$700 from the cashier's cage. The men then backed out, covering the employees with their revolvers, and leaped into the waiting taxicab, which made off at a furious pace. Although the police of the West 37th street station were told of the hold-up and were on the scene within a few minutes, they were unable to obtain any clew as to the men who made the haul.

After attending one of the meetings of the Harlem Board of Commerce, says that board's magazine, "Charley" Nauss dropped into the Morningside billiard parlor upstairs, seeking a game of billiards. Seeing "Larry" Strauss standing about Nauss challenged him to a game of billiards. Strauss won the toss and began the play. Possibly fortune favored him, for he ran the fifty points that constituted the game in his first innings. Nauss gave his cue to the attendant, who then asked him to pay for the game. "What game," said Nauss. "The game you just played," returned the attendant. "I ain't played any game," replied Nauss, walking out.

OUT AMONG THE TRADE.

J. W. Brice, of Swift & Company, Jacksonville, Fla., is kept pretty busy these days. His plant is decidedly up to date, and is kept spick and span every day in the week.

E. M. Hull, Jr., of the Cudahy Packing Company, Jacksonville, Fla., reports satisfactory business. No trouble to sell goods when one is a natural born salesman.

The branch house of Armour & Company at Charleston, S. C., under the management of H. C. Wolf, is getting its share of the business. It does not always have to be such a big city to do a satisfactory business in it.

Tampa, Fla., is a good, live, hustling city, and there is lots of room for a few up-to-date butchers who wish to make a change of location. There are lots of hotels and boarding houses, shipping trade, etc., and a butcher could do worse than to locate there.

The big branch house of Kingan & Company at Jacksonville, Fla., under the management of that popular war horse, Mr. Spence, is as busy as a bee-hive, all hands on the job, no friction, goods moving, prices satisfactory, and Miami is only a short distance away.

Armour & Company at Jacksonville, Fla., are making extensive alterations and improvement on their already big plant. The new cold storage departments are models of their kind, and the spirit of push is evident on all sides, from the stable helpers to the energetic office staff and managers.

The Hammond Packing Company's house at Jacksonville, Fla., does not sell fresh meats, but is doing a big business, nevertheless. The buying public is waking up to the fact that

canned goods, when put up by a reliable concern, are thoroughly satisfactory. Manager Marr is satisfied with the general business trend.

"Meeting, Mary." Manager N. H. Fitzgerald, of the branch house of Swift & Company at Charleston, S. C., is often embarrassed when asked to give his firm's address, which is at the corner of Meeting and Mary streets. But that feeling is gradually wearing off, and the suave manager, who can sell goods with his hands and feet tied and only one hand free, needn't care if he has got to give a funny address.

It is not alone in big cities of the North that up-to-date butcher shops are to be found. Many of our Southern brothers are "up to snuff." At Key West, Fla., there is a splendidly-equipped shop conducted as the Palace Market, with up-to-date marble fixtures and ice house. The windows bloom like a conservatory with plants and palms, and everything about it is wide awake. This is a branch of the big general market at Miami, Fla., who do a large hotel supply and wholesale business. Mr. Ullendorff, manager of the Key West store, is more than satisfied with the last year's business.

A TRADE PRESS CONVENTION.

The fourth annual meeting of the forty papers included in the membership of the Grocery and Allied Trade Press of America is to be held at the new McAlpin Hotel, New York, January 27, 28, 29, 1913. An unusually attractive programme has been arranged for the three days' sessions, ending with a banquet on Wednesday evening, January 29, and invitations are being extended to food manufacturers, advertising men and sales managers to meet with the trade paper publishers at any or all sessions.

Addresses will be made at the regular sessions by John W. Lux, president, and John A. Green, secretary, of the National Association of Retail Grocers of the United States; also by the past president, T. P. Sullivan, of Chicago. J. R. Moorehead, secretary of The National Federation of Retail Merchants, will address the members on "Cooperation the Hope of the Retailer," and John A. Lee, managing director of the Canned Foods Week Committee of the Cannery and Grocers' Associations, will speak on the "Canned Foods Propaganda."

Among other addresses scheduled for the daily sessions are: "The Editor and Advertiser," by Leroy Fairman, editor of Advertising and Selling. "What the Editorial Columns of a Trade Paper Have to Do with Its Advertising," by J. George Frederick, vice-president The Business Bourse. "Some Problems in Circulation," by H. M. Swetland, president the Federation of Trade Press Associations in the United States. "The Ideal Circulation Department," by M. C. Robbins, general manager the David Williams Company, New York. "The Postal Situation," by E. R. Shaw, chairman of the Postal Committee of the Federation of Trade Press Associations. "The Advertising Manager's

HEARN West Fourteenth St., New York.

NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

Viewpoint," by L. C. McChesney, president Association of National Advertising Managers. "The Responsibilities of the Trade Paper Publisher," by Charles G. Phillips, of the Root Newspaper Association, New York. "What Should Be the Attitude of the Trade Paper Towards Manufacturers?" by Frank Leroy Blanchard, editor The Editor and Publisher and Journalist. "The Efficiency of the Dealer," by Harry Tipper, president of the Technical Publicity Association. "Price Maintenance," by William H. Ingersoll, president Advertising Men's League of New York and sales and advertising manager of Robt. H. Ingersoll & Brother. An address by O. C. Harn, manager advertising department National Lead Company. "Trade Papers—The Text Books of Business," by R. L. Houston, assistant advertising manager National Cash

Register Company. "The Trademark as a Constructive Force," by Clowry Chapman, counsel to the Association of National Advertising Managers and to the Advertising Men's League of New York. "The Discovery of the Trade Papers," by T. A. DeWeese, director of publicity The Shredded Wheat Company.

There will be editorial, news, subscription and advertising symposiums participated in by the members, many of whom have prepared 10-minute papers on these topics.

At the annual banquet on Wednesday evening, January 29, there will be a talk by Fred Mason, general manager of the Shredded Wheat Company, Niagara Falls, N. Y., and the following speeches: "Fine Feathers," by John Clyde Oswald, editor of The American Printer. "The Trade Paper in the Open," by

Alfred W. McCann, chairman of the Vigilance Committee, Advertising Men's League of New York City. "Getting the Money," by Richard H. Waldo, advertising manager Good House-keeping Magazine. "The Poetry of Business," by Capt. Jack Crawford, the Poet Scout. "Laying Down the Law," by Elton J. Buckley, of the Philadelphia Bar. "Honest Advertising," by William C. Freeman, of the New York Evening Mail.

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J-M Pure Cork Sheets J-M Mineral Wool
J-M Impregnated Cork Boards J-M Granulated
J-M Rock Wool Insulating Cork
Blocks J-M Hair Felt
J-M Waterproofed Indurated Fibre Boards, Etc.

Write us as to your requirements.

H. W. JOHNS-MANVILLE CO.
NEW YORK AND EVERY LARGE CITY

MOTOR TRUCKS and Delivery Wagons

GASOLINE AND ELECTRIC
ALL SIZES FOR ALL USES

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Under Auspices National Association of Automobile Manufacturers, Inc.

Coliseum and First Regiment Armory - FEBRUARY 10-15

The Following Trucks and Wagons Will Be Exhibited:

Alco
Knox
Baker
Mack
Chase
Republic
Rambler
Universal
Little Giant
Clark
Smith-Milwaukee
Driggs-Seabury
Natco

Buffalo Elec.
Packard
Peerless
Kissel
Pierce-Arrow
Federal
Lauth-Juergens
Selden
Mais
Old Reliable
Indiana
Brown
Standard

Sanford
White
General Vehicle
Autocar
Pope-Hartford
Speedwell
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Dart
Bessemer
Walker
Stewart
La France

Kentucky
Hewitt
G. M. C.
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Waverley
Avery
Mogul
Reliable Dayton
Service
United States
I. H. C.
Four-Wheel-Drive
Gramm-Bernstein

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Studebaker
Reo
Locomobile
Reliance
Harder
Commerce
Lippard-Stewart
Diamond T
Blair
Koehler
Best

Kelly
Velie
Saurer
Lansden
Buick
Adams
Mercury
Hupp
Modern
Ideal
Krebs
Menominee

S. A. MILES, Manager

Auditorium Hotel, Chicago

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	7.50@8.50
Poor to fair native steers.....	4.75@7.40
Oxen and stags.....	4.50@7.80
Bulls and dry cows.....	3.25@6.50
Good to choice native steers one year ago.....	6.75@7.85

LIVE CALVES.

Live veal calves, medium to prime, per 100 lbs.....	11.00@12.50
Live calves, culls, per 100 lbs.....	@ 6.50
Live calves, barnyard.....	@ 5.50
Live veal calves, fed and mixed, per 100 lbs.....	@ 7.50

LIVE SHEEP AND LAMBS.

Live lambs, medium, per 100 lbs.....	@ 8.25
Live lambs, yearlings.....	@ 8.00
Live lambs, culls.....	@ 5.00
Live sheep, medium to prime, per 100 lbs.....	4.12½@6.50
Live sheep, culls, per 100 lbs.....	3.00@3.50

LIVE HOGS.

Hogs, heavy.....	@ 8.00
Hogs, medium.....	@ 7.95
Hogs, 140 lbs.....	@ 7.05
Pigs.....	@ 7.90
Rough.....	6.70@6.95

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	13 @13½
Choice native light.....	12½@13
Native, common to fair.....	11 @12

WESTERN DRESSED BEEF.

Choice native heavy.....	12 @12½
Choice native light.....	11½@12
Native, common to fair.....	11 @12
Choice Western, heavy.....	11½@12
Choice Western, light.....	11 @11½
Common to fair Texas.....	10 @10½
Good to choice heifers.....	10½@11
Common to fair heifers.....	@10
Choice cows.....	@10
Common to fair cows.....	9 @9½
Common to fair oxen and stags.....	10½@11
Fleshy Bologna bulls.....	@9½

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@16	@17
No. 2 ribs.....	@15	@15
No. 3 ribs.....	@10	@11
No. 1 loins.....	@16	@18
No. 2 loins.....	@13	@15
No. 3 loins.....	@10	@12
No. 1 hinds and ribs.....	14 @15	13 @16
No. 2 hinds and ribs.....	13 @14	12½@14
No. 3 hinds and ribs.....	@12	12 @13
No. 1 rounds.....	11 @12	@12
No. 2 rounds.....	@10	@11
No. 3 rounds.....	@9½	@10½
No. 1 chucks.....	@11	@11½
No. 2 chucks.....	9 @10	@11
No. 3 chucks.....	6½@8	@10

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@18½
Veals, country dressed, per lb.....	@16
Western calves, choice.....	@17
Western calves, fair to good.....	15 @16
Western calves, common.....	11½@14
Grassers and buttermilks.....	10 @11

DRESSED HOGS.

Hogs, heavy.....	@10½
Hogs, 180 lbs.....	@10½
Hogs, 160 lbs.....	@11½
Hogs, 140 lbs.....	@11½
Pigs.....	@11½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@15½
Lambs, good.....	@15
Sheep, choice.....	@10
Sheep, medium to good.....	@9
Sheep, culls.....	5 @7½

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@15
Smoked hams, 12 to 14 lbs. avg.....	@15
Smoked hams, 14 to 16 lbs. avg.....	@14½
Smoked picnics, light.....	@12
Smoked picnics, heavy.....	@11½
Smoked shoulders.....	@12
Smoked bacon, boneless.....	@16

Smoked bacon (rib in).....	@15½
Dried beef sets.....	@19
Smoked beef tongue, per lb.....	@21
Pickled bellies, heavy.....	@13

FRESH PORK CUTS.

Fresh pork loins, city.....	@14
Fresh pork loins, Western.....	12 @13½
Fresh pork tenderloins.....	@30
Frozen pork tenderloins.....	@28
Shoulders, city.....	13 @13½
Shoulders, Western.....	@12½
Butts, regular.....	@13
Butts, boneless.....	@13½
Fresh hams, city.....	@14½
Fresh hams, Western.....	13½@14
Fresh picnic hams.....	12 @12½

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	80.00@85.00
Black hoofs, per ton.....	40.00@45.00
Striped hoofs, per ton.....	50.00@55.00
White hoofs, per ton.....	95.00@97.50
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	90.00@100.00
Horns, avg. 7½ oz. and over.....	280.00@285.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	90 @115c. a piece
Fresh cow tongues.....	60 @70c. a piece
Calves' heads, scalded.....	45 @50c. a piece
Sweetbreads, veal.....	45 @75c. a pair
Sweetbreads, beef.....	20 @25c. a pound
Calves' livers.....	@20c. a pound
Beef kidneys.....	@15c. a piece
Mutton kidneys.....	@3c. a piece
Livers, beef.....	@10c. a pound
Oxtails.....	8 @9c. a piece
Hearts, beef.....	6 @7c. a pound
Rolls, beef.....	15 @25c. a pound
Tenderloin beef, Western.....	27 @35c. a pound
Lambs' fries.....	@8c. a pair
Extra lean pork trimmings.....	13 @13½c. a pound
Blade meat.....	@13c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@2½
Suet, fresh and heavy.....	@6
Shop bones, per cwt.....	20 @25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@80
Sheep, imp., medium, per bundle.....	@66
Sheep, imp., per bundle.....	@40
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@25
Hog, American, free of salt, tea. or bbls., per lb., f. o. b. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, in kegs, 1 cent over bbls. or tea.....	@—
Hog, middles.....	@12
Beef rounds, domestic, per set, f. o. b. Chicago.....	@18
Beef rounds, export, per set, f. o. b. New York.....	@23
Beef bungs, piece, f. o. b. New York.....	@16½
Beef middles, per set, f. o. b. New York.....	@73
Beef middles, per set, f. o. b. Chicago.....	@70
Beef weasands, per 1,000, No. 1s.....	@8
Beef weasands, per 1,000, No. 2s.....	@4½

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	18½	20½
Pepper, Sing., black.....	11½	13½
Pepper, Penang, white.....	18	20
Pepper, red Zanzibar.....	14	17
Allspice.....	5½	7½
Cinnamon.....	16	20
Coriander.....	4½	6
Cloves.....	24	27
Ginger.....	10	18
Mace.....	70	75

SALTPETRE.

Crude.....	4½@5
Refined—Granulated.....	@5½
Crystals.....	5½@7
Powdered.....	@6

GREEN CALFSKINS.

No. 1 skins.....	@26
No. 2 skins.....	@24
No. 3 skins.....	@14
Branded skins.....	@18
Ticky skins.....	@18
No. 1 B. M. skins.....	@28
No. 2 B. M. skins.....	@21
No. 1, 12½-14.....	@2.95
No. 2, 12½-14.....	@2.70
No. 1 B. M., 12½-14.....	@2.45
No. 2 B. M., 12½-14.....	@2.30
No. 1 kips, 14-18.....	@3.15
No. 2 kips, 14-18.....	@2.90
No. 1 B. M. kips.....	@2.65
No. 2 B. M. kips.....	@2.40
No. 1, heavy kips, 18 and over.....	@4.00
No. 2, heavy kips, 18 and over.....	@3.75
Branded kips.....	@2.30
Heavy branded kips.....	@2.55
Ticky kips.....	@2.45
Heavy ticky kips.....	@2.80

DRESSED POULTRY.

Turkeys—Dry packed—	
Western, dry-picked, sel. young hens, bbls.....	@23
Western, dry-picked, mixed, av. best, bbls.....	21 @21½
Western, scalded, hens, selected, bbls.....	@23

FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy.....	@17
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	15½@16
Fowl—Barrels—	
Southern and S. Western, dry-picked, avg. best.....	15½@16
Other Poultry—	
Old Cocks, per lb.....	@13
Squabs, prime, white, 10 lbs. to doz. per doz.....	@5.50

LIVE POULTRY.

Fowls, via freight.....	@15
Old roosters, per lb.....	@11
Turkeys, hens and toms, mixed.....	@15
Ducks, Western, per lb.....	@18
Geese, per lb., Western.....	@16
Guineas, per pair.....	@6
Pigeons, per pair.....	@30

BUTTER.

Creamery, Extras.....	33½@34
Creamery, Firsts.....	30 @33
Process, Extras.....	26½@27
Process, Firsts.....	25 @26

EGGS.

Fresh gathered, extras.....	27 @28
Fresh gathered, extra firsts.....	26 @26½
Fresh gathered, firsts.....	24 @25
Fresh gathered, seconds and lower grades.....	22 @23
Fresh gathered, dirties.....	17 @18
Fresh gathered, checks.....	15 @16
Refrigerator firsts.....	19 @20

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @20.50
Bone meal, raw, per ton.....	@27.50
Hoof meal, per unit, Chicago.....	2.50 @2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	@2.65
Nitrate of soda—spot.....	@2.60
Bone black, discard, sugar house del. New York.....	24.00 @25.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia.....	2.70 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.45 and 10c.
Garbage tankage, f. o. b. New York.....	7.00 @7.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal).....	2.90 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. f. Charleston and New port News.....	3.20 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	@—
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	@3.25
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@3.25
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @3.75
The same, dried.....	3.75 @4.00

